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NEWS SUMMARY

GENERAL

Letter bombs 10-day warning

...and Yard gave a warning ...night that a new batch of ... bombs could be arriving ...fices this morning.

...uty Assistant Commissioner ...t Bond said the warning ...based on "hard" informa... "We do not know where ...letter bombs are coming ..." he said.

...r was Mr. Bond able to say ...om the bombs were likely ... sent, "but London seems ...most likely target." He ...ht they could arrive from ...d, and he begged office staff ... take a chance with suspect

...horpe plan ...r homes

...Jeremy Thorpe, the Liberal ...r, suggested at the party's ...port assembly that the ...se of 1m. acres — or 1.7 ...cent. — of green-belt land ...d provide housing in the ...ten years for 24m. people. ...Heath, he said, had been ...ed over a barrel" by the ...ing societies. For the ...als, nothing less than a ... for every family would do.

...Peter Hain, editor of ... Liberator, apologised ...servedly for saying in ...ember issue that Mr. ...d Short, Labour's deputy ... was "up to his ears in ...f ...ulson scandal." ... nd Page 20

...as cancels ...ll-out concert

...a star Maria Callas has ...lled her Royal Festival Hall ...l on Saturday for which ...ers had been paying more ...£100 a seat to ticket touts. ...essage from Milan she said ...ad been ordered to rest for ...ast six weeks by her eye ...alist. Madame Callas last ...in Britain eight years ago— ...ovent Garden in Tosca. ...12

...0,000-a-year ...oplifter

...anish woman dress designer ...ng £10,000 a year was fined ...maximum of £400 at West ...ion for stealing a jacket, ... and blouse from a Ken... ...on boutique. At Marl... ...ugh Street, two Iranian ...en visitors were jailed for ...onth and fined £30 each for ...lifting. They were released ...ail pending an appeal.

...ster move

...urs, Shadow Cabinet has ...led to press for a debate on ...r before the end of the next ...on of Parliament. Mr. Wilson ...he was not satisfied with Mr. ...h's denial that he had advo... ... the integration of Northern ...nd into the U.K.

...bies alert

... a Scotland Yard alert, a ...dian student-tourist who was ...n at home by a bat that ...d out to be rabid, was found ...anchester. He was taken to ...oyal Infirmary for treatment.

...iefly . . .

...len's new King, 27-year-old Carl XVI Gustaf was sworn ... Stockholm. Page 7

...Radio 4 won the 1973 Italia ... for drama.

...r Cup: U.S. golfers are 4-1 ...o win at Muirfield. Ben... ...ht. Page 12.

...orde 02 makes a first land... ...n the U.S. to-day—at Dallas ...rt Worth, Texas.

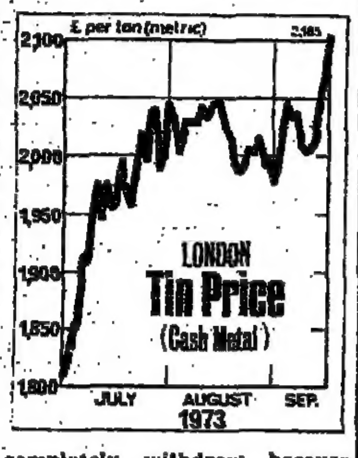
... of Kent left London to open ...British Marketing Centre in ...o.

...cess Anne has entered three ...es for the Midland Bank ...e trials championships which ... to-morrow at Cirencester ..., Gloucestershire. Page 31.

BUSINESS

Equities easier on lower turnover

● EQUITIES fell back and turnover was lower. Losses among leaders generally ranged up to 5p as buyers almost completely withdrew because of fears that Phase Three will militate against profits. The FT 30-share index closed 5.6 down at 420.3.



● GILTS were much quieter, shorts closing generally lower after some improvement at mid-day. Mediums and longs held steady.

● GOLD lost $1.25 to close at $101.75 an ounce.

● STERLING weighted depreciation from Smithsonian parities was 19.41 per cent. (19.65). Against the dollar the pound rose 19½ points to $2.4190.

● WALL STREET closed 19.11 up at 910.37.

● TIN PRICES rose further in London, cash metal closing £36 up at £2,185 a metric ton. Available supplies are scarce and the buffer stock price may be raised.

● U.S. BALANCE of payments second quarter deficit was $782m. or $165m. less than in the first period and the smallest for three years. Page 23

● M. GISCARD D'ESTAING, the French finance minister foreshadowed a major reform of the French tax system when he announced the Government would introduce a PAYE system by January, 1978. Back Page

● EUROPEAN COMMISSION annual economic report emphasises the need for Britain to pursue an active pay and prices policy and limit Government spending. Page 7

● FRESH FOOD prices are to be brought under the scrutiny of the Price Commission. Back Page

● ACCEPTING HOUSES have rejected an offer from the Stock Exchange to take over their planned Ariel share dealing system. Back Page

● REDEVELOPMENT plans submitted by Richard Costain for the Oval cricket ground have been rejected by the GLC. The scheme envisaged a playing area reduced by one third, improved facilities for Surrey County Cricket Club and a 290-foot office block. Page 12

● PORT OF LONDON Authority, worried that its plans for expansion could be hit by the controversy over Maplin, says the two-year delay in building the airport need not affect the concept of an adjacent seaport. Page 15

● NEW HOPES of a settlement in the Fleet Street pay dispute were raised by a meeting between the NPA and four production unions. Page 23

● PRE-TAX profits of £75.60m. are reported by Rio Tinto-Zinc for the year to June 30, compared with £38.70m. in 1972. Page 25 and Lex

...EF PRICE CHANGES

...es in pence unless otherwise indicated)

RISES

...le Secs.	126 + 7
... Paper Mills	441 + 38
...horpe	40 + 3½
...h Match	152 + 8
...ere Hotels	183 + 11
...as (John)	306 + 4
...ner	85 + 5
...r Ullmann	270 + 13
... Props.	64 + 5
... Drive	351 + 4
...ter Assets	79 + 5
...al O Dtd.	330 + 16
...es (E. J.)	98 + 8
...'s Restaurant	645 + 70
... and Jackson	155 + 5
...croft	149 + 10

FALLS

Treasury 9pc 1978	192⅝ − ⅞
BSR	139 − 4
Broken Hill Prop.	548 − 32
Distillers	151 − 6
GKN	290 − 6
Glaxo	344 − 8
Lebus (Harris)	163 − 7
Lucas (J.)	163 − 5
Man-Abell	171 − 5
Marks and Spencer	269 − 4
Stannevlands Group	86 − 4
Sun Alliance	430 − 7
Thomson Org.	273 − 5
Thorn "A"	414 − 7
Tunnel Cement "B"	197 − 5
Anglo Amer. Crpn.	245 − 8
Bougainville	168 − 10
Buffels	943 − 15
Poseidon	420 − 20
Salmna Inds.	80 − 4
Ventersport	230 − 18
Consoc Rustenb.	475 − 15
Zambian Copper Inv.	49 − 4

(FT stock indices and FT-Actuaries summary Page 36.)

Ford and British Leyland hit as car disputes spread

BY JOHN ELLIOTT and NOEL HOWELL

Labour troubles in the motor industry increased yesterday with an unprecedented sit-in at Ford Motor and fresh strikes at British Leyland. These brought the total number of car workers either on strike or laid-off to more than 30,000.

The company worst hit is Chrysler UK, which has lost production worth some £22m. as a result of a dispute over a Pay Board ruling. The company warned on Tuesday that continuing labour troubles could jeopardise its manufacturing future in the U.K.

British Leyland's main trouble spot is Longbridge, where another Pay Board ruling led yesterday to a walk-out by more than 6,400 workers, while the company's Jaguar plant is also shut down because of a dispute at a component supplier.

The trouble which yesterday hit Ford was at it Dagenham plant and arose over a man being sacked. It led to the first sit-in at Ford, which was staged by about 2,000 day-shift workers protesting about being laid-off following a dispute over the sacked man.

They had been laid-off without pay after a sympathy strike by 140 Ford workers at Dagenham in support of the sacked worker—Mr. Winston Williams—who has appealed against his dismissal.

The sit-in—largely peaceful although there were reports of some minor damage to equipment and cars—ended yesterday afternoon but may resume to-day.

National union officials and company representatives are due to meet to-day for a final hearing of Mr. Williams' appeal against dismissal, which the company say came after he threatened a foreman with an iron bar.

The unofficial strikers are not due to return to work before Friday, and the two day lay off is expected to cost Ford £1½m. in lost production with output of Cortinas, Consuls and Granadas halted.

The demand for lay-off pay as a result of internal strikes has been growing at Dagenham in recent months. It follows a spate of unofficial stoppages at the plant. Ford Motor currently only pays lay-off pay in the event of stoppages outside the company.

The walk-out at the BL Austin-Morris factory at Longbridge involved the day-shift and followed a Pay Board ruling on a £4-a-week deal covering some 9,000 indirect workers. The Board ruled that £2.42 of the £4 could be back-dated to May, but that the remaining £1.58 should be held over until November.

The demonstration—which resulted in 5,755 being laid off—was supported by most of the 3,000 on the night shift and all car production was halted. Normal working is expected to be resumed to-day.

The walk-out coincided with a meeting between top management and national union officials representing the 9,000 indirect workers.

Mr. Derek Robinson, a senior engineering union shop steward, warned afterwards that a failure to produce a more acceptable solution could result in the dispute spreading.

Meanwhile, Chrysler U.K. is without production at its Coventry and Scottish car plants because of the six weeks old strike by 156 electricians over a demand—which has fallen foul of the Pay Board—for an extra £250 a year and staff status. The Scottish plant at Linwood has been at a standstill for a fortnight with 7,000 idle, and the Coventry plant has been halted all this week, and now has 4,500 layed-off.

Yesterday, on the eve of talks on the dispute between Mr. James Jack, Scottish TUC general secretary, and union officials involved, the 124 Linwood electricians decided to stay out.

Chris Baur writes from Scotland: To-day's meeting has been confined to the three unions most closely involved in the dispute—the Electrical and Plumbing Trades Union whose 156 members at Coventry and 120 members at

Continued on Back Page

Employers now favour 8% wage rise norm

BY HAROLD BOLTER, INDUSTRIAL CORRESPONDENT

EMPLOYERS ARE now in favour of a wage rise norm of about 8 per cent and a return to tightly controlled productivity bargaining in Phase Three of the Government's counter-inflation policy. But they are opposed to the introduction of threshold agreements, because of their likely inflationary effects.

The Confederation of British Industry general line on pay emerged last night on the eve of to-day's key meeting between the TUC and Mr. Heath at Downing Street.

At the same time the confederation made it clear that its main concern at the moment is not so much pay as the Government's seeming inability to understand its argument that unless the present Price Code is changed profits needed for investment will slump in the current financial year.

Sir Michael Clapham, CBI president, was also heavily critical of the Price Commission which he accused of being "bloody-minded" and "twisting the code to make up for price increases arising from quite different sources."

Time for change

On pay, CBI leaders told the Prime Minister that although the present £1-plus-4 per cent. formula had worked well it was now time for a change and that the Phase Three rules should be based on a straight percentage.

It is understood that the percentage the CBI has in mind is about 8 per cent.

Because of distortions caused to differentials and the salary levels of middle management, the confederation also wants the upper limit of £250 a year on wage rises abolished.

The confederation broadly supports the Pay Board Report on Anomalies, which would add about 0.4 per cent. to the total wage bill.

Although it wants more room for productivity bargaining, the CBI believes that any deals should be carefully vetted and monitored by the Pay Board and that they must be self-financing. In addition it feels that any productivity payments should only be made after the gain in productivity has been achieved and measured. The payment should then be retrospective.

The confederation leaders admitted to Mr. Heath on Tuesday that its members were divided on the value of threshold agreements. The majority now believe that they would do more harm than good, however.

If thresholds are introduced they must be triggered at a relatively high figure, paid in cash rather than as a percentage of salary and based on the present retail price index, according to the CBI.

The CBI team at Downing Street on Tuesday was reasonably well content with the reception its views on pay received, but clearly annoyed about the Government's attitude on prices, profits and dividends.

According to one member of the team, the cloud of an impending election appeared to hang over the room whenever profits were discussed, an impression fortified by the presence at the Downing Street meeting of Mr. James Prior, the Lord President of the Council.

The CBI central argument, well publicised recently, is that if industrial profitability and capacity to invest is not to be seriously harmed, the Phase Two method of calculating permitted price increases must be changed in Phase Three.

The present system, based on unit costs, virtually removes all incentive to greater efficiency, it argues, as any improvement in productivity is confiscated by a lowering of the permitted price increase.

Mr. Campbell Adamson, the CBI's director-general, made it clear that the CBI recognises that the Government has a presentational problem on its hands if it appears to ease up on profits.

Nevertheless, he maintained, the long-term consequences of not changing the Price Code would be so serious that a recognition of the facts was now imperative in drafting Phase Three.

Apart from this major change the confederation would like to see a number of detailed alterations in the code. In particular, it does not believe that the 200 large companies in Category One should have to wait for Price Commission approval before raising prices. They should be treated like Category-two companies.

"These 200 leading companies have been picked on exclusively in Phase Two," Mr. Adamson said. "We thought the commission was set up to interpret and work the code but it seems to be taking a life unto itself and trying to take matters further than the code says."

Finally, the confederation leaders made it clear to Mr. Heath that they believe dividend restraint served no useful economic purpose, although it might be necessary for political reasons.

They called for detailed amendments to mitigate the harm done to companies finding it difficult to raise money for investment if dividend control is to be maintained.

In particular, they want the present 5 per cent. limit to correspond in aggregate with the pay limit, and the ability to increase dividends in line with any increase in profits. They also want the Treasury empowered to exercise greater discretion in dealing with circumstances such as take-overs, recovery situations and new capital issues.

CBI backs move towards inflation accounting, page 12

French franc under pressure

BY WILLIAM KEEGAN, ECONOMICS CORRESPONDENT

THE FRENCH FRANC came under heavy pressure in the foreign exchange markets yesterday, and the central banks of Germany, France and Belgium had to give considerable support to keep it within the official 2¼ per cent. EEC currency band.

Market estimates indicated that the EEC central banks may collectively have bought at least Frs.1,000m. and possibly much more.

After the central banks left the market, the EEC currency snake once again burst at the seams, and spreads of 2½ per cent. were quoted between the franc and the German mark, compared with the official maximum of 2¼ per cent.

By comparison, the market in sterling was very quiet and the pound closed a little better on the day, at a weighted depreciation from December, 1971, levels of 19.41 per cent. against 19.65 per cent. on Tuesday

The latest bout of currency unrest has been sparked off by the 5 per cent. revaluation of the Dutch guilder. To a large extent, the weakness of the French franc this week has mirrored the strength of the German mark and the Belgian franc.

The guilder revaluation diverted speculative attention to the Belgian franc and the German mark, and it was the upward pressure on these which drew attention on Monday to the weakness of the French franc.

The dollar was little changed yesterday, and closed slightly higher against the Mark at DM2.4150, against DM2.4120 on Tuesday.

The French franc however fell sharply. A U.S. dollar bought Frs.4.27 in the commercial market last night against Frs. 4.25¼ on Tuesday, and the financial franc weakened from Frs.4.31¼ on Tuesday to Frs.4.37.

In the forward market, the weakening of the franc has been borne out by a drop from just over 8 per cent. to around 5 per cent. per annum in the premium on three month forward francs against sterling since last Friday.

These renewed pressures on the EEC currency snake are a source of considerable embarrassment to proponents of monetary union, for which the second stage is due to begin on January 1, 1974.

The currency snake is regarded as the main symbol so far of monetary union, but the theory that EEC rates can be kept rigidly together is being continuously tested.

A number of foreign exchange experts question whether this week's speculation against the French franc would have occurred at all if it were not for the commitment to maintain the 2¼ per cent. band.

Approval to raise oil prices sought

BY ADRIAN HAMILTON

A NUMBER of the major oil companies in the U.K. have applied to the Price Commission for a substantial price rise on oil products.

Increases being sought are thought to vary between companies, ranging from around 6p a gallon averaged across all sales to applications for rises well above that in some cases.

The first applications giving the required 28 days' notice are thought to have been made at the end of last month.

At the same time, reports are circulating in the industry that one or more of the smaller distributive oil companies—which are not required to seek Commission approval for price rises—could put them up on their own initiative within the near future.

Because of the political sensitivity aroused by petrol prices, oil companies yesterday were refusing to discuss the subject.

Nevertheless, reports in the market suggest that the industry is now urgently looking for higher prices, in some cases substantially above the 0.5p average introduced last April.

Pressure

Since then, there has been a steady pressure on costs as a result of the rises in the posted price of oil following agreements with the OPEC producers and the dramatic increase in freight rates and market prices for crude oil.

The effect on these factors varies from company to company, depending on their crude oil sources and the price arrangements, within the integrated groups.

Any price advance would almost certainly be weighted towards petrol and heating oils—where U.K. prices are now well below the levels in Europe.

These could go up by as much as 2p a gallon, or possibly more in the case of petrol. Industrial gas and fuel oil would have to bear some increase as well.

Nor is it clear that the Price Commission will give a speedy response. With several applications in, some of them made fairly recently, it could decide to delay any response until it had considered all submissions, while the political environment and the complications of oil company accounts might also induce it to push the issue forward as far as possible.

World output to fall in 1980s, back page

£ in New York

	September 19	Previous
Spot	$2.4157-4172	$2.4118-4127
1 month	1.13-1.08 dis	1.12-1.06 dis
3 months	[illegible] dis	3.13-3.10 dis
12 months	9.95-9.86 dis	9.35-9.25 dis

Rapid wage rises during Phase Two

BY WILLIAM KEEGAN, ECONOMICS CORRESPONDENT

TUC LEADERS will be discussing the next phase of the prices and incomes policy with the Prime Minister at Downing Street to-day against a background of rapid increases in wages and earnings under Phase Two.

Statistics published yesterday show that between the beginning of Phase Two in April and August weekly wage rates rose by nearly 9 per cent. Average earnings of manual workers went up by 7 per cent. in the period to July.

These calculations are swollen by the effects of some major pre-standstill wage agreements which were held over until Phase Two began. Government sources claim the pressure on both wage rates and average earnings ought now to diminish.

It is evident that wage inflation since last autumn has exceeded the figure suggested by the standstill and £1 plus 4 per cent. formula for Phase Two.

Also, it is apparent that, following the squeeze on real incomes experienced during the standstill, average wages have caught up and overtaken price increases in recent months.

According to the National Institute of Economic and Social Research, the long-term effect of such an acceleration in earnings on real incomes will not be very substantial, because prices will eventually have to catch up.

This, however, merely underlines the extent of the inflationary pressures facing the Government as preparations are made for Phase Three.

The Department of Employment official indices show a 3.2 per cent. jump in average weekly wage rates between July and August.

Some 90 per cent. of the August rise was attributable to the second stage of the pre-standstill engineering workers agreement, giving increases of between £2.50 and £3 a week to some 2m. engineering workers.

The index of average earnings (which, unlike wage rates, is seasonally adjusted) went up by 1.4 per cent. in July, reflecting in particular higher earnings in the construction and transport sectors.

Since October, 1972, earnings have risen by 9.7 per cent. and wage rates by 10.9 per cent.

% RISE OVER PREVIOUS 12 MONTHS

1973	Basic weekly wage rates	Average Earnings
Jan.	12.8	15.0
Feb.	13.2	*
March	13.4	12.4
April	13.4	13.4
May	15.1	14.3
June	15.9	15.3
July	15.4	15.9
Aug.	15.1	

* Monthly survey not carried out in Feb. 1972 because of industrial dispute.

Phase Two does not finish until the end of October. But the increase so far compares with a limit of 7½ per cent. to 8 per cent. implied by the Government's Phase Two £1-plus-4 per cent. formula, following a standstill over the period November 6, 1972, to end-March this year.

Although the recent run of earnings figures may have been distorted by a significant element of catching up, the annual comparisons with the position 12 months earlier show a continuing acceleration. This is from 12.4 per cent. between March, 1972, and March, 1973, to 14.3 per cent. between May, 1972, and May, 1973, and 15.9 per cent. in the 12 months to July.

Editorial comment, page 22
Phase Three portents for the winter wage queue, page 23

ON OTHER PAGES

Letters to the Editor

BRACKEN HOUSE, CANNON STREET, LONDON, EC4P 4BY

Breeding more entrepreneurs

Sir, — Congratulations to Michael Dixon for ventilating the subject of breeding entrepreneurs (September 15). But I fear that the "fresh ideas" of Jon Stanworth and James Curran merely confirm the findings of Dolby and Johns in the Bolton Research Report "Attitude and Motivation." This stuff may be new to academics but to any management consultant, like myself, with 15 years' experience in a wide variety of small firms, the answers were obvious without the need for research.

The crux of the trouble is that the dice are heavily loaded against entrepreneurship and small firms. It all starts with the fact that schoolteachers don't understand business and what bit they do grasp is all about large organisations. Has anybody ever heard of any schoolmaster "careers adviser" suggesting that a boy should learn how to start and run his own business?

Even if the budding entrepreneur were so advised, the only way he can learn is in the hard school of experience. We accept the idea that boys (and girls) can be trained to become doctors, architects, engineers, etc., and their higher education is heavily subsidised. They can also study "business" and "management" at the taxpayers' expense but I have yet to meet the business graduate who knows all that he needs to know about starting and running a business. This is hardly surprising when tuition is in the hands of economists, accountants and sociologists whose experience of business, if any, is confined to large companies.

Of course, these youngsters with "high social marginality" (ugh!) may be averse to formal education but we can't blame them when few of their mentors have experience of the subject they want to learn. One of these days our society may accept the idea that the subject of starting and running a business can and should be taught but that it is not the same thing as "management." Medicine would be in a poor state if doctors were left to their own devices to learn their profession. Isn't it time we took the profession of entrepreneurship seriously? When we do we shall be on the true road to riches.

E. G. Wood.
Sheffield Polytechnic,
Halfords House,
Sheffield.

Mortgage madness

Sir,—There is one immediate step the Government could take to bring mortgage interest rates down, and at the same time rectify many social injustices—disallow as a charge for tax purposes all interest on house mortgages exceeding say £7,500 per family and on all other loans totally.

At present, one obtains full tax relief (at the highest rates) on all house mortgages (including those on second, third and more homes) irrespective of the size of loan—and there are many £25,000 and above on which present mortgagees are, with full tax relief, paying little more than a nominal rate.

As to other loans (utilising a material slice of bank and finance house funds) what is the justice—and sense—when a high rate tax payer buying say a luxury yacht obtains full tax relief on all but the first £35 of interest, whereas the worker needing a bicycle to get to and from his place of work can not get 1p relief on his hire purchase?

Action by the Government on the lines indicated should materially help the mortgage "famine" and future talks with the Unions on Phase III etc.

J. M. Tennent,
Merlin Gables, 4, Brendan Close,
Esher, Surrey.

Mortgage rates

Sir,—Mr. Heath can get as angry as he likes with the building societies but it's no answer to the housing problem.

What the young folks of these parts want to hear is why it is that they have to work so much longer than their fathers in similar jobs to earn the price of a home.

It's part of the family lore that in 1938 a year's salary from a very modest supervisory job would buy you a new semi-detached with all mod cons and a decent-sized garden. Now those very same houses are being sold at £7,000 and over, and 35 years old at that. But the salary to-day of father's old job isn't even half of that.

If Mr. Heath had had their interests at heart he could have done something about it long ago—and should have. This is not something he can glibly blame on world prices or any other far off thing. What we are suffering from is the astronomical rise in the price of a bit of English land, the soaring prices of a few tons of English raw material and the grab-all tactics of both labour and employers in the building game. And Mr. Heath has done nothing about any of it.

What's more, he just cannot equate what's happening in this vital field with his regular claim that we are on a rising standard of living. That just cannot be so when the place where you live and hope to rear your family takes more of your working life to earn. Progress means getting things for less labour—as well he knows in any other context.

Nor has he clean hands in the matter of mortgage rates. All they have done is follow the higher interest rates which he is using as part of his economic strategy. When the interest rates slip back—which they will if his policy comes off—mortgage rates will slide down too. For him the crisis will then have passed and he can smile.

But it will be no feast day for the young folks with the millstone of a house round their necks unless he also arranges for a staggering increase in personal incomes — which isn't likely. He has done something to them for which he will not easily be forgiven. He seems to have forgotten that in a storm it's "women and children first." On his present policy the children won't be born and the women will have to go on working.

F. Whitehouse.
135, Ecclesfield Road,
Chapeltown, Sheffield.

Graduates in industry

Sir,—The views expressed by your readers about the value of graduates versus non-graduates to industry seem to me to be rather academic and for the following reasons.

First, whether we like it or not, our educational system is now geared to produce thousands more graduates in the future. In consequence when an employer advertises positions he is going to employ a far larger proportion of graduates in his total work force than in the past.

Secondly, employers should plan their training and development policies to provide competent staff for all levels of job rather than assume that graduates offer short cuts or magic formulae to insoluble manpower headaches. The fatal mistake which too many companies make is to regard graduates as some special cadre of employee who should outstrip the non-graduate employee and fill all the future top management appointments.

Thirdly, success or failure in the employment of graduates too often appears to be measured by the number who have made the top six per cent. of jobs in a company versus the number recruited over a given period. Both Shell and ICI who have tabulated graduate intake and subsequent performance have realised the folly of using such a measurement standard.

Surely segregation of graduates by all companies should stop. We should recruit and select against job descriptions and man profiles. The possession of an academic or business qualification then becomes a factor in specific job descriptions and not a caste spot.

John Lidstone.
7, Kendall Place,
London, W.1.

Rising rents and caterers

Sir,—My attention has just been drawn to another letter on the above subject from Mr. Silver in your issue of August 23.

I am afraid that Mr. Silver is merely giving a further demonstration of his confusion on this subject and inability to grasp the fundamental point which I was making. He has entirely ignored the one question which I posed in my earlier letter—why should the Government be expected to provide a subsidy to businessmen at the expense of landlords?

Mr. Silver's references to property owners' "input" and "reasonable profits" are misconceived. These aspects are only relevant to trading activities, but ownership of property is merely a form of investment and not trading. For example, if a pension fund purchases a shop property showing a yield of, say, 2 per cent., but with an imminent rent review which would increase this to 5 per cent., what does Mr. Silver suggest would be the "input" or "reasonable profit" of the fund? If the rent review were to be artificially controlled so as to produce, say, 3 per cent. instead of 5 per cent., perhaps Mr. Silver would explain why the pensioners of the fund should be subsidising the tenant of the shop.

I quite accept that there may be certain exceptionally high-value locations where a caterer cannot afford the kind of rental which other retailers could pay. The proper answer in such cases is that the business should be moved to a less busy retail position. I fail to see why Mr. Silver expects caterers to be singled out for special concessions at the expense of landlords.

As to the average amount of increases on reviews, I am afraid it is Mr. Silver who has not done his homework. I challenge him to analyse the actual increases which his group has paid on all branches upon rent reviews arising over the past ten years or so, expressing these as a percentage and showing the number of years in each case since the previous review. I think he will find that the average compound interest per annum would not be more than I have indicated.

I would also comment on a letter from Mr. Plumridge in the same edition, in which he accuses me of erroneously assuming that accounting treatment can change the nature of rent increases. However, if he had read my letter more carefully he would see that I did not suggest anything of the kind. I merely stated that businessmen must look at the position realistically and not delude themselves into thinking that a property profit is a trading profit. Nor should they treat a rent increase relating to seven or 14 years, or even more, as if it were a normal item belonging to a single trading year, such as a wage increase which could recur within a short time.

L. W. Melville.
48, Green Street,
London, W.1.

Marketing education

Sir,—The considerable correspondence which has appeared recently in your columns on the subject of Business Education will have been of particular interest to all those who, like myself, have worked over the years to make marketing education a really useful contribution to managerial efficiency. I believe that much progress has taken place in this area and the following points may explain why I feel some confidence that planned developments will assist in reducing some of the problems which have been outlined.

(a) The recent establishment by this Institute of a Marketing Education Group provides a forum for businessmen and teachers of marketing. We want to be certain that our education and training operations are completely in tune with the expressed needs of commerce and industry. To this end, a welcome to participate in the work of establishing performance requirements and monitoring courses for effectiveness is gladly extended to any appropriate parties interested in such development.

(b) Examinations in marketing, originated by IM in the early 1930s and which currently cater for a student body of 14,366, are being revised and updated to emphasise the practical needs of management and the skills required to meet them. The international and behavioural elements will now receive as much stress as the analytical content, which has always been rigorous.

(c) New Institute examinations divide over a preliminary Certificate stage, covering basic concepts and knowledge, and a final Diploma stage, in which, at degree standard, the application of marketing skills to the recognition and solution of managerial problems is learned. Moreover, before the Diploma is granted, students will be required to present evidence that they have acquired a necessary degree of practical experience.

(d) We are already working closely with other marketing institutions, here and abroad, to establish a unified and authoritative qualification which is sufficiently broad-based to cater for the practical requirements of the recognised marketing sub-functions.

(e) For example, we have been principally involved this year in setting up the National Council for Educational Qualifications in Salesmanship, which in partnership with the related bodies, has established a jointly-recognised common syllabus of examinations leading to Diplomas in Salesmanship and, in due course, Sales Management, within a marketing context.

(f) A new Marketing Code of Practice for our members is about to be published, following consultation with a number of related national and international bodies. It is hoped that this will demonstrate quite clearly a concern with and responsibility towards the wider managerial and social perspectives in which the modern businessman operates.

(g) The unique residential post-experience College of Marketing, now in full operation at Cookham, conducts courses concerned with every salient aspect of marketing. It provides, in this way, intensive and highly practical training for businessmen and women.

Much, no doubt, remains to be done but we are very keen to contribute to commerce and industry getting the sort of graduates they want. This is why these steps are being taken and why, within a climate of goodwill and co-operation, we will continue to confer with all the groups and bodies concerned to produce the better results your correspondents are rightly demanding.

E. J. Jenner,
Director of Diploma Studies,
Institute of Marketing,
Moor Hall, Cookham,
Maidenhead, Berks.

Tracked hovercraft

Sir,—The dispute about the decision to cancel the Hovertrain goes on. What is hard to dispute, however, is that Britain had in the general hovercraft principle very substantial world leadership and a pool of technical experts which no other country could match. We now seem to have done our best to lose the time advantage afforded by the initial hovercraft patents and to ensure that the disillusioned scientists have gone to countries where their talents are appreciated.

Of course many R & D projects are not commercial. Of course Great Britain Ltd. can only afford to tackle a limited number. If, however, Great Britain were really run as a commercial concern, one would hope that a continuous study would be made of our strengths and weaknesses as a country, on the basis of which decisions could be taken on which areas of technology should be tackled, where we would have competitive advantages.

On this basis the hovercraft development would have probably been very high on the list and an initial commercial study of potential world demand would have indicated whether it was worth concentrating on large craft, on small craft (say for people's personal uses, for the postal service in such countries as Sweden, etc.), on hovertrains, etc.

As it is, the development in all these areas has been remarkably haphazard with little knowledge of the relative demand potential in each area. And, what is even more worrying, there is little evidence that, if we are lucky enough to find another major invention in the future, the development approach will be more systematic and commercial.

P. M. Kraushar,
Chairman, Marketing Society.
9, Ryder Street,
London, S.W.17.

Victim of a computer

Sir,—I wonder if any of your other readers are being pestered by the TV Licence Office as I am? In both senses of the phrase I have no time for television. Therefore I have no receiver. Sometime ago I received a two-page form which I was expected to read through, fill up and return to account for holding no licence. While I did not consider I had an obligation to do this, I appreciated their problems and so, by way of courtesy, complied.

It was apparently put in the waste paper basket for in about three months I received a new two-page form which I was asked to complete "to avoid a visit from inquiry officers." Having no intention of entering upon quarterly reports at their request I merely filed it away.

I have now received the threatened visit. On pointing out they already have a completed form, the officers stated they are instructed by computer and they seemed to think this was an overwhelming argument against anything I had to say. Up to this point the matter [was] rather amusing but the[n I] learned I shall be receivi[ng a] form every year which I [must] read through, fill up and re[turn] failing which I presume I [will] again be visited.

I am happy to have retu[rned] one form and even to [have] offered inspectors on this occasion facilities to ma[ke a] search of my premises. B[ut to] be pestered year after yea[r for] the rest of my life is beyo[nd a] joke.

It is obvious that at le[ast to] one computer I am now a su[spect] character. Perhaps I shall [have] to take out a licence just [for] a bit of peace and quiet! I[n my] opinion this continual intr[usion] is an impertinence and [it is] morally untenable that my [name] should be held in a com[puter] as a type that mus[t be] continually watched.

If you publish this lette[r and] it should chance to catc[h the] eye of any official conc[erned,] might I ask that he ende[avour] to get into the thick elec[tronic] head of the computer t[hat I] have no TV and intend to [have] none.

R. Holden.
49, The Hall,
Blackheath, London.

U.K. postal charges

Sir,—We are assured th[at the] cost of posting a letter i[n the] U.K. is still the lowest in E[urope] —in currency terms. But [surely] the relative expensiveness [of a] postal charge is better mea[sured] by its ratio to other ite[ms of] everyday expenditure in [the] country concerned, such [as the] price of a kilogram of [...] meat or butter, or of a li[tre of] milk; or to average take[-home] pay. How would the comp[arison] work out between the v[arious] countries on this basis?

S. E. Mitchell.
18, Buffs Croft,
Warwick-on-Eden, Carlisle.

The European Parliament

Sir,—If the European [Com]munity is to thrive, and B[ritain] with it, it is essential fo[r the] European Parliament t[o be] directly elected.

As far as I know, there [is no] organisation in this co[untry] specifically aimed at prom[oting] this urgently needed [and] essential move. If any of [your] readers are interested i[n the] possibility of starting su[ch an] organisation I would be g[lad to] hear from them.

Robert Sheaf.
23a, Glebe Place,
London, S.W.3.

TV Radio

Rubery Owen chairman in homes project

SIR ALFRED OWEN, chairman of Rubery Owen Holdings, plans to develop 236 acres of his farm estate at Sutton Coldfield, Warwickshire, for housing.

Edwards, Bigwood and Bewlay, estate agents, said yesterday that 1,600 homes would be built provided planning permission was granted.

† Indicates programme in black and white.

BBC 1

9.41 a.m. For Schools, Colleges. 12.55 p.m. Canu'r Celt. 1.25 News. 1.30 The Herbs. 1.45 Made in Britain. †2.02 For Schools-Colleges. 2.35 Thursday Matinee: "Love Letters," starring Jennifer Jones and Joseph Cotten. 4.00 Play School. 4.25 Wacky Races. 4.35 Jackanory. 4.50 Blue Peter. 5.15 Vision On.
5.45 News.
†6.00 Nationwide
7.00 To-morrow's World.
7.25 Top of the Pops.
8.00 Casanova '73 starring Leslie Phillips.
8.30 Reporter at Large.
9.00 Nine O'clock News.
9.25 Cannon.
10.15 My Wife Next Door.
10.45 Midweek.
11.30 Late Night News.
11.35 Cinema Now, part 4: Hal Wallis and "Bequest To The Nation."

All Regions as BBC 1 except at the following times:—

Wales—2.35-2.55 p.m. Gwlad a Thref. 2.55-3.45 Cole Porter in Paris. 6.00-7.00 Wales To-day. 7.00-7.25 Heddiw.

Scotland—6.00-7.00 p.m. Reporting Scotland. 12.02 a.m. Scottish News and Headlines.

Northern Ireland—6.00-7.00 p.m. Scene Around Six. 12.02 a.m. Northern Ireland News Headlines.

England—†6.00-7.00 p.m. Look North (from Leeds, Manchester, Newcastle); Midlands To-day (from Birmingham); Look East (from Norwich); Points West (from Bristol); South To-day (from Southampton); Spotlight South-West (from Plymouth). †12.02 a.m. Regional News Headlines.

BBC 2

9.30 a.m. Liberal Party Assembly.
11.00 Play School.
11.25 Liberal Party Assembly: 12.30 p.m. Morning Report, 2.00 "live" coverage of afternoon session.
†5.25 Open University.
7.30 News Summary.
7.35 To-day at the Liberal Assembly.
7.50 Europa
8.30 What's My Line?
9.00 Controversy: Dr. Ned Franklin argues that the benefits of nuclear power outweigh the dangers.
10.15 Then and Now.
10.45 News Extra.

LONDON

9.30 a.m. Schools Programmes. 12.00 The Ryder Cup 12.15 p.m. Liberal Party Assembly. 12.45 First Report: News with Robert Kee and latest from the Liberal Party Assembly. 1.05 The Ryder Cup. 1.30 Crown Court. 2.00 General Hospital. 2.30 Sports Special: The Ryder Cup, and Racing from Ayr. 4.25 The Time Tunnel. 5.20 Wait Till Your Father Gets Home.
5.50 News from ITN.
6.00 The Ryder Cup.
6.15 To-day.
6.35 Crossroads.
†7.00 The Thursday Film: "Happy Is The Bride," starring Ian Carmichael, Janette Scott and Cecil Parker.
8.30 This Week.
9.00 The Wild, Wild West.
10.00 News at Ten.
10.30 Cinema.
11.00 The Ryder Cup.
12.00 What the Papers Say.
12.15 a.m. Education for What? Barbara Blake talks to Walter Perry, OBE, about the Open University.

All ITV Regions as London except at the following times:—

ANGLIA

4.25 p.m. The Romper Room. 4.50 Skippy. 5.20 Here's Lucy. 6.00 About Anglia. 6.20 Arena. 7.00 "Three's A Crowd." 9.00 Longstreet. 10.30 A Farewell to Trams. 12.00 Your Choice.

ATV MIDLANDS

4.25 p.m. Lost in Space. 5.20 The Pretenders. 6.15 ATV To-day. 7.00 MGM Cartoon. 7.05 Mystery Movie: McCloud. 9.00 The Streets of San Francisco.

BORDER

4.25 p.m. The Woody Woodpecker Show. 4.50 The Flaxton Boys. 5.20 The Partridge Family. 6.10 Border News and Lookaround. 7.00 Thursday Film: "Honeymoon Hotel," starring Robert Goulet. 9.00 Jason King. 10.30 Ryder Cup Highlights. 11.30 Nichols. 12.25 a.m. Border News Summary.

CHANNEL

1.00 p.m. Channel News Headlines. 4.20 States of Jersey Lottery Results. 4.25 Land of the Giants. 5.20 The Doris Day Show. 6.20 Channel News. 6.10 The Lucy Show. 7.00 The Thursday Film. 9.00 Kung Fu. 10.30 Golf. 11.30 Jason King. 12.25 a.m. News and Weather in French.

GRAMPIAN

12.00 Midday Roundup. 4.15 p.m. Riding the Waves. 4.25 The Woody Woodpecker Show. 4.50 Elephant Boy. 5.20 The Amazing Chan and the Chan Clan. 6.00 Grampian News. 6.05 Win a Word. 7.00 The Whiteoaks of Jalna. 7.55 Police News. 8.00 The Odd Couple. 9.00 Doney. 12.05 The Fabulous World of Ski-ing. 12.25 a.m. Meditation.

GRANADA

4.20 p.m. The Amazing Chan and the Chan Clan. 4.50 Bush Boy. 5.15 Nature's Window. 5.20 Crossroads. 6.10 Northern News, followed by Put It In Writing. 6.25 Cartoon. 6.35 Wait Till Your Father Gets Home. 7.00 The Sky's the Limit. 7.30 The Persuaders. 9.00 The Streets of San Francisco.

HTV

4.20 p.m. Funky Phantom. 4.50 Elephant Boy. 5.20 Daily Fable. 5.25 Crossroads. 6.01 Report West. 6.18 Report Wales. 6.35 Midweek Movie: "The Quiller Memorandum," starring George Segal and Alec Guinness. 9.00 The Persuaders. 10.30 The Ryder Cup. 11.30 Kung Fu.

SCOTTISH

4.25 p.m. Roundeais. 4.50 The Flaxton Boys. 5.20 Calinera. 5.25 Crossroads. 6.15 Scotland To-day. †6.45 The Thursday Feature: "Whirlpool," starring Gene Tierney and Richard Conte. 9.00 Jason King. 10.30 Golf Highlights. 11.30 Late Call. 11.35 Marcus Welby, MD.

SOUTHERN

4.25 p.m. Voyage to the Bottom of the Sea. 5.20 Cartoon. 5.25 Crossroads. 6.00 Day by Day. 6.30 Survival. 7.00 Romany Jones. 7.30 Hawaii Five-O. 9.00 The Persuaders. 10.30 Your Man at Westminster. 12.00 Southern News Extra. 12.10 a.m. The Adventurer.

TYNE TEES

9.20 a.m. The Bible and the Family. 2.30 p.m. North-East News Headlines. 4.20 The Woody Woodpecker Show. 4.50 The Flaxton Boys. 5.20 The Partridge Family. 6.15 To-day at Six. 7.00 The Thursday Film: "Green Grass Of Wyoming," starring Peggy Cummins and Charles Coburn. 9.00 The FBI. 10.30 Golf Highlights. 11.30 Police Call. 11.35 Late News Extra. 11.50 The Man Who Never Was. †12.20 a.m. The Greatest Fights of the Century (Louis v Godoy). 12.35 Lectern.

ULSTER

†1.04 p.m. Ulster News Headlines. †4.23 Ulster News Headlines. 4.25 Merrie Melodies. 5.20 Freud on Food. 6.00 UTV News. 7.00 F Troop. 7.30 The Whiteoaks of Jalna. 9.00 Streets of San Francisco. †12.00 What's It All About?

WESTWARD

12.43 p.m. Westward News Headlines. 4.25 Land of the Giants. 5.20 The Doris Day Show. 6.00 Westward Diary. 7.00 The Thursday Film: "The Millionairess," starring Sophia Loren and Peter Sellers. 9.00 Kung Fu. 10.30 Golf. 11.30 Westward Late News. 11.33 Jason King. 12.25 a.m. Faith for Life.

YORKSHIRE

4.25 p.m. The Woody Woodpecker Show. 4.53 The Flaxton Boys. 5.20 The Partridge Family. 6.15 Calendar. 7.00 The Thursday Film: "Honeymoon Hotel," starring Robert Goulet. 9.00 The FBI. 10.30 Ryder Cup Highlights. 11.30 Cinema. 12.00 Jason King.

RADIO 1 247m

(S) Stereophonic broadcast

[illegible]

RADIO 2 1,500m and VHF

[illegible]

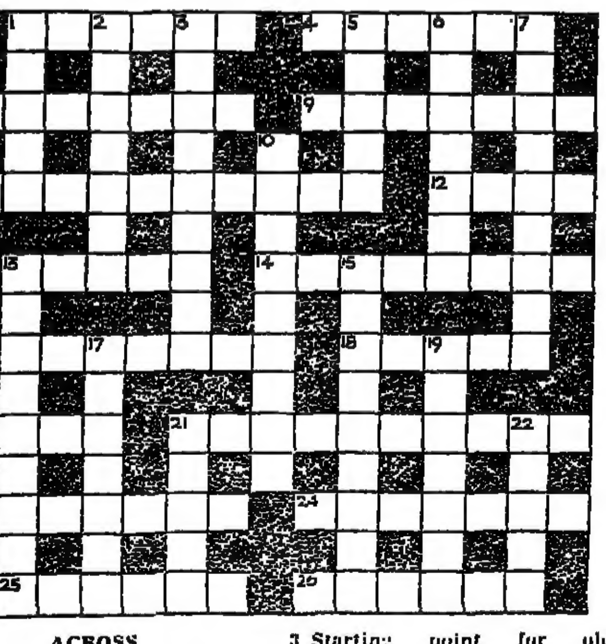
RADIO 3 464m, Stereo & VHF

[illegible]

RADIO 4 434m, 330m, 285m and VHF

[illegible]

F.T. CROSSWORD PUZZLE No. 2,279



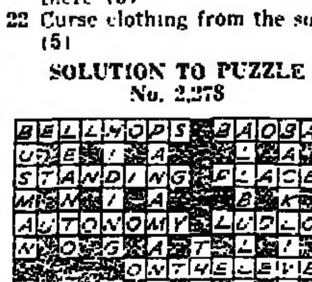
ACROSS

1 150 like Surrey to be superior (6)
4 Cats that take a beating (3-3)
8 Odd for dog to stick to notes (7)
9 Soldiers take French girl to ballet (7)
11 Irrelevance for comrade to give girl a call (3, 7)
12 Bound to fall (4)
13 Wind round with enthusiasm (5)
14 Anchor about point and fish with rice (8)
16 So incorruptible was Robespierre (3-5)
18 Drive back having gone by underground the other way (5)
20 Satire on little St. Christopher (4)
21 Brawl not even the Commons can produce (5, 5)
23 Flight paths awry as I take a different course (7)
24 Soldier much given to swearing? (7)
25 Hearing the action was vexatious (6)
26 Winner used to start game (6)

DOWN

1 Two-seater made by company with superior price earnings ratio (5)
2 An issue of additional shares made correctly (7)
3 Starting point for old-fashioned individual (6, 3)
5 Due to cipher division of RAF (5)
6 Play centre re-assembles at three (7)
7 Girl with one thousandth part of foreign coin (9)
10 Gathering it's on the mend (7, 2)
13 Facility in classics may be presently harmful (5, 4)
15 Unknown quantity like Black Bess (4, 5)
17 Escape? Don't be silly (7)
19 Extinguish a feast (4-3)
21 Material used by artist over there (5)
22 Curse clothing from the south (5)

SOLUTION TO PUZZLE No. 2,278



Racing

Fine for Tom Noddy

by DARE WIGAN

LESTER PIGGOTT, who has been shelling winners like peas this past week, has four fancied mounts at Ayr this afternoon, including *Tom Noddy* in the Ayrshire Handicap (3.30). Tom Noddy, following an easy victory over one and a-quarter miles at Haydock on August 10, was runner-up to Hardy Scot at York 12 days later, and was again second at Doncaster last week.

Provided that the ground is not soft, I think he will prove capable of conceding 5 lbs to Secret Ace and a stone and 15 lbs respectively to Brave Talk and Seton's Gift. If there has been heavy rain in the North overnight it would, however, probably be as well to switch to Seton's Gift, a colt by Bounteous, whose progeny invariably run best when there is plenty of give underfoot.

Ground conditions are also likely to determine the outcome of the Harry Rosebery Challenge Trophy (4.30) for two-year-olds run over five furlongs. Daring Boy showed he was able to act in the mud when winning the Windsor Castle Stakes at Royal Ascot; and, though no match for the older horses in the Nunthorpe Stakes at York, he was up with the leaders for four furlongs. Melchbourne is a fast filly, who is at the top of her form. However, both have plenty of weight, and I fancy that under normal conditions, the issue may be between Piggott's mount, Token Girl, and *Splashing*.

Ayr
2.30—Kalyptra*
3.00—Montmartre***
3.30—Tom Noddy
4.00—Chantro
4.30—Splashing
5.00—Maiden Erlegh

Yarmouth
3.15—Mary Park**
3.45—Zalvanda
4.15—Carmania
4.45—Valoia
5.15—Calkin

The pair met in the Lowther Stakes at York when Token Girl finished third to Bitty Girl and Noble Mark, three lengths ahead of Splashing; and, since Splashing is only 5lb better off at the weights to-day it would be reasonable to assume that Token Girl will confirm the form. However, Splashing, in spite of her name, was unhappy on the heavily-watered turf at York and is likely to do better to-day.

Chantro is the one the others have to beat in the Bass Special Handicap (4.0). This colt, by Sing Sing, out of the fast race mare, Tropical Kit, won a handicap for three-year-olds at Ripon on August 6 and returned to the Yorkshire course on September 1 when he defeated Surprise D'Hermite and Captive Dream. According to that running, he is the equal of Captive Dream, who gave the form a boost when carrying 8st 12lbs to a comfortable victory in a hotly-contested sprint at Yarmouth on Tuesday.

Piggott rides two horses for Mr. Brook Holliday this afternoon—*Ready And Willing* in the Troon Stakes (2.30) and *Reformed Character* in the Kellburn Stakes (5.0)—and both will go close to winning. However, I doubt the ability of Ready And Willing to cope with *Kalyptra*, a half-brother by Kalydon to the dual Ascot Gold Cup winner, Fighting Charlie, who was running on strongly when second to Rouser at Newmarket last month. Reformed Character, on whom Piggott was successful at Doncaster last Saturday, will have his work cut out to get the better of *Maiden Erlegh*.

Stable lad's claim was 'too late'

RACEHORSE trainer Major Dick Hern sacked one of his stable lads because he thought him "a subversive influence," said Sir Hugh Griffiths in the National Industrial Relations Court yesterday.

The "lad"—35-year-old Mr. John Morgan — considered his dismissal unfair and claimed compensation. But a Reading Industrial Tribunal held he had made his claim too late — more than 28 days after his sacking took effect on February 8.

The court yesterday sympathised with Mr. Morgan, but upheld the tribunal's decision and dismissed his appeal. Sir Hugh, the court chairman, expressed no view about Major Hern's suspicions, which, he said, Mr. Morgan "hotly contested."

Events

To-day

COMPANY MEETINGS—

BANBURY BUILDINGS, Royal L[eamington] Spa, 12. (Chairman, Mr. [...] Robins.)
BRAITHWAITE ENGINEERS, St. [...] Hotel, S.W., 12. (Chairman, Mr [...] Humphreys.)
CITY AND BOROUGH PROP[ERTY], Capital Hotel, S.W., 12. (Chairma[n, Mr.] L. Marler.)
DAEJAN, Great Eastern Hotel, E[.C.] (Chairman, Mr L. L. Tobin.)
DAVY INTERNATIONAL, Con[naught] Rooms, W.C., 12. (Chairman, Mr [...] Barritt.)
DISTILLERS, Edinburgh, 12.15. [(Chair]man, Sir Alex McDonald.)
EGA HOLDINGS, St. Asaph, 2.30. [(Chair]man, Mr. F. A. W. Payne.)
FISHER (ALBERT), Burnley, 2.30. [(Chair]man, Mr A. Fisher.)
KENT (GEORGE), Connaught [Rooms,] W.C., 12. (Chairman, Mr. [...] Vaughan.)
LONDON ELECTRICAL AND GEN[ERAL] TRUST, 3, Gracechurch Street, E[.C.] (Chairman, Mr. J. E. A. R. Guir[...])
LONGTON TRANSPORT, Stoke-on-[Trent,] 3.45. (Chairman, Mr. E. G. Dal[...])
MACARTHYS PHARMACEUTI[CALS], Ingatestone, 11. (Chairman, Sir [...] Linstead.)
MARLING INDUSTRIES, Con[naught] Rooms, W.C., 11.30. (Chairman [...] L. Courts.)
NEGRETTI AND ZAMBRA, Winc[hester] House, E.C., 12. (Chairman, Mr. [...] Odie.)
ORME DEVELOPMENTS, Winc[hester] House, E.C., 11. (Chairman, Mr [...] P. Whitfield.)
RFD, Dorchester Hotel, W., 12. (C[hair]man, Mr C. A. C. de Boinville.)
RYAN (L.), Cardiff, 12. (Chairman [...] L. Ryan.)
SADIA, Gerrards Cross, 12. (Chai[rman,] Mr E. J. Haussauer.)
STERLING INDUSTRIES, 2, St [Mary] Axe, E.C., 12. (Chairman, Sir Nic[holas] Cayzer.)
SUNLEY (BERNARD) INVESTM[ENT] TRUST, 20, Arlington Street, S.W. (Chairman, Sir Brian Mountain.)

BBC WINS ITAL[IA] DRAMA PRIZE

BBC Radio 4 won the [...] Italia prize for radio drama [in] Venice yesterday with "[...] Pump," a dramatic re-creation [of] author James Cameron's [...] heart attack and its after-effe[cts].

The part of James Cameron [was] played by Sir Michael Redgr[ave.] James Cameron himself in[tro]duced the programme which [was] first heard on Radio 4's "Af[ter]noon Theatre" on Novembe[r ...]

er's Wells Theatre

tutti-frutti

by ANDREW PORTER

...t Rambert is back at Sad-...ells, for the first time in ...ears, and for the first time ... the company was re-...sed as an ensemble of ..., Netherlands Dance ... fashion—a flexible, tuned instrument for new ...graphic creation. In the ...ven years, Dame Marie's ...ny has staged more than ...ductions. Some of the best ...n are on show during this ...'s Wells fortnight. And ...ree new ballets.

...first of the three to appear ...is Falco's *tutti-frutti*. Mr. ... first work for this ...y. it lasts about 26 ...s, and adds a new note to ...ambert repertory. Some ...notes too. Mr. Falco has ...t his own collaborators, ...m Katz as designer and ...lcantara as composer, and ...lcantara's score reaches ...ic levels ear-splitting to ..., In the stalls, caught in ...ss-fire of the loudspeakers. ...ised, presumably on the ... or some other synthesizer, ... collage score of rhythmic ...s, toccata figures, and ...io romantic melody. And ...skilfully assembled, with varied textures.

...e, set, and choreography ...ry much an ensemble. Mr. ... scene, beautifully lit by ...B. Read, begins as blue ...dream. Christopher Bruce ...e on the stage, and dances ...th-close solo, opening from ...es to extensions, that ex-... the electric quality of his ...nent. Gauzes go up; tempos ...mbres change; spaced one ...e to start with, and then increasing rapidity, the other dancers join him, until there is a company of nine. The solo of open, unfocused expectancy yields to a proud, young pas de deux of easy, unsentimental enjoyment, with the lustrous, long-limbed Marilyn Williams—a dance then thrown off balance by the arrival of Julia Blaikie to form a pas de trois. And so on. Mr. Falco lost me for a while in a jittery sequence that seemed to go on too long, then caught me again with a brilliant scherzo entry that sparked off new invention which held till the end of the ballet. All in all, a lively, successful piece; fluent and engaging; often equivocal and obscurely disquieting in tone beneath the hectic animation; and expertly composed on the Rambert dancers.

The company, which includes some new faces, has surely never looked better. Norman Morrice's deft, confident *The Empty Suit* opens up on the larger stage, beneath the ampler lights, most tellingly. Leonard Salzedo's score was expertly played by the London Percussion Ensemble. And *That is the Show* is Mr. Morrice's masterpiece to date—a dream-vision of beautiful images, in Nadine Baylis's spare, precise décor and subtly varied white costumes, beneath Mr. Read's lights. The choreography is at once rich and pure, a perfect match for Berio's elegant, romantic collage of a score (his Sinfonia, written for and recorded by the Swingle Singers and the New York Philharmonic). In particular, the handling of the Mahlerian scherzo is of uncanny "rightness."

Julia Blaikie, Christopher Bruce and Marilyn Williams

...rt Hall

Diana Ross

... ANTONY THORNCROFT

...hin ten minutes of Diana ...taking the stage at the ... Hall on Tuesday night I ... myself holding the hand ... strange lady in the next ...and mumbling something ... loving the whole world. ...me ways I was let off .... Men in the stalls were forced to sing into micro-...s—not that they seemed ...ud. Diana Ross's desire to ... among the audience and ... them was only exceeded ... audience's desire to touch ...more) Miss Diana Ross. It ...ll the communal chummi-...f party night at Butlins.

...m usually apprehensive ... artists who maintain that ...y cannot touch me—with ... hands they are at least ...e me with their hearts, ... ninety minutes close ...y showed no cracks in ... Ross's enthusiasm. From ... a packaged Supreme, ...ing to the rigidly con-...l Tamla-Motown stable, she ...lossomed into a solo artist ... can completely dominate ...dience. If it is a carefully ...sed piece of play-acting ... Ross deserved the Oscar ...st missed for her perfor-... as Billie Holiday in *Lady ... the Blues*. On the whole ...fer to believe she is an ...ing extrovert who really enjoys socking it to her adoring fans.

The act, like most things, is divided into three parts. There is the new Miss Ross, the skinny tom-boy from the Detroit slums who is now a super-star: she wears white mink, throws gardenias into the audience, and sings optimistically about how wonderful the world is if we just love each other. Then there is the early Miss Ross, "the oldie but goodie" of her Supreme days who recalls hits like *Baby Love*. And then there is Miss Ross/Miss Holiday, when sitting on a stool with a flower in her hair, she sings *Good Morning Heartache*, *God Bless the Child*, and the like.

I preferred this last persona. Her Billie Holiday voice is softer and sweeter than her own, rather strident, range and the songs are better. As a bonus there is Diana Ross as mum, when she clasps one of her children to her to acknowledge the clamour of the crowd.

You leave the concert feeling punch-drunk. After a bit, a slight credibility gap emerges but certainly for the (almost entirely white) audience Diana Ross is the international performer who can be rated with Minelli, Dietrich, or any other singer that has no doubt about her ability to make an audience sit back and wonder.

...he Tempest" and "Eden End" at the National Theatre

...first two National Theatre ...ctions at the Old Vic in ... will be *The Tempest* ...ed for the first time by ... Hall and the first London ...ction for 26 years of J. B. ...ley's *Eden End* directed by ...nce Olivier.

...*The Tempest* (which opens ...uesday, March 5), John ...d returns to the National ...re to play Prospero. It will ... John's third appearance in ...le.

...Thursday, April 4, the ...nal Theatre will celebrate ... Priestley's 80th birthday ... with their first production ...e of his finest plays, *Eden* ... Joan Plowright will appear ...lla.

... Thursday, October 25—Eduardo de Filippo's comedy *Saturday, Sunday, Monday* will have its British premiere in an English adaptation by Keith Waterhouse and Willis Hall. Joan Plowright and Frank Finlay play the mother and father, Rosa and Peppino, and Laurence Olivier will be Antonio, Rosa's father.

Saturday, Sunday, Monday is being directed by Franco Zeffirelli his first production for the National Theatre since 1965.

At the end of this year—on Thursday, December 20—the National Theatre will be seen in the world premiere of Trevor Griffiths' *The Party*. The play is being directed by John Dexter. Leading roles are being played by Frank Finlay and Laurence Olivier.

Radio Times Bursaries

...io Times is offering two ... competitions to encourage ... playwrights, each carrying ...ary of £2,000 to enable the ...s to work with the BBC to ... their craft, editor Geoffrey ...n announced this week. ... competitions—third in a ... totalling £3,000 in prizes—...art of the Radio Times's ... birthday celebrations, Mr. ...n explained at a Press con-...ce.

...rants to the drama competi-... must first write an original ...ther for radio (55 minutes ... or television (50 minutes). ...ntry must be sponsored by ...e professionally involved ...ma, Mr. Cannon stressed. ...ries will be judged on their ... as original plays—not ...ations or episodes for an ...ished series—and their ...ness of the medium for ... they are intended.

... bursaries carry a condi-... that the writers release ...elves from other commit-...s—six months for radio ...nts, a year for television ...s. First the bursars will ... the opportunity to work ...n learn the mechanics of ... trade at BBC's Broadcast-...ouse and Television Centre. ...wing this introductory ..., the winners will be ...ted to devote the rest of ... commitment-free time to ...e scripts—from home—for ...BC-TV drama group or the ... drama department. The ... would be allowed first offer ...y work produced within the ... of the bursary, with any scripts accepted to be paid at the normal BBC rates.

A complete set of rules for the competition are included in Radio Times, out this week, Mr. Cannon stated.

Judges for the TV section of the awards will be Shaun Sutton, Christopher Morahan and Robin Wade, heads of the BBC TV Drama Group, Plays Department and TV Script Unit respectively, Graeme MacDonald, plays producer, and playwright Hugh Whitemore. Judges for the radio bursar will be Martin Esslin, Hallam Tennyson and Richard Imison, head, assistant head and script editor for Drama, BBC radio, respectively, Producer John Tydeman, and playwright Tom Stoppard.

Mid-day Proms in Glasgow

Mid-day Prom concerts are to be given by the BBC Scottish Symphony Orchestra on alternate Tuesdays starting on November 13 in Glasgow City Hall. This new feature, says Martin Dalby, BBC Scotland's head of music, will be informal and presented in two parts to enable promenaders to attend either half or both. "We hope city workers, students, housewives and shoppers will want to drop in at any time, have their lunch and leave as they please," he said.

The admission price of 30p or 80p includes a large sandwich and a cup of tea or coffee.

Glasgow University

Musica Nova

by GILLIAN WIDDICOMBE

I had never imagined Glasgow as the ideal cradle for the discussion and performance of new music, for the city's cultural soul seems as black on the surface as its gateway to southern paradise, Central Station. Football and chips, or pop and drugs; these seem to be predominant interests of most young Glaswegians. But Glasgow is a secretive city. How many residents have seen in their own Art Gallery the fine collection of Degas, Seurat, and Monet, or Matisse's *Pink Tablecloth*, and *Blackfriars* by Derain? And how many overnight visitors have discovered that it takes only 30 minutes to escape deep into the desolate, brown velvet hills of Fintry, or stand in lonely silence by the tarnished silver waters of Loch Lomond?

And less than five minutes' drive from the docks of Clydeside stands the large Victorian campus of Glasgow University, where this six-day *Musica Nova* course is being held. It is indeed an ideal situation since halls of all sizes and restaurant facilities are available: the environment is friendly, informal, hospitable. The Scottish National Orchestra and Alexander Gibson have been borrowed for the week, so that their rehearsals for Saturday's concert provide a regular part of the daily diet. And Glasgow University's Professor of Music, Frederick Rimmer, as the paternal host, presiding amiably over a forum session each evening. A combined operation of this type is unthinkable at present in London.

Like precious animals to the Ark, the students have been imported. All the British universities and music colleges were invited to send two young composers, and about 40 have come, including one or two whose music is already known on the SPNM circuit. They were not asked to bring their own baggage, however, for the idea is to cruise among wider horizons, not drowned in the problems of one's own labours. Instead, four composers of varying style and eminence have been invited to steer the course: Maxwell Davies, Berio, Ligeti and the young Scottish composer Martin Dalby, who now doubles as the BBC's Head of Music for Scotland. Unfortunately Berio (who came to the first of these courses, two years ago) is ill, and his place has been taken by George Newsom.

Book reviews appear on Page 33

The course set sail on Monday evening, with a chamber music concert designed to ensure that everyone is familiar with the work of all four composers. From Maxwell Davies we heard the virtuoso piece for clarinet and piano, *Hymnos*, which condenses into nine sections some ideas of fiendish constructional and instrumental difficulty. From Berio the tape of *Visage*, his classic radiophonic experiment in which Cathy Berberian transforms the vocal equipment of everyday life (breathing, laughing, weeping) into an episodic monologue of high emotional drama. From Ligeti the most substantial piece: his String Quartet No. 2, a 25-minute piece in five concise movements of specific technical character. And *Whisper Music* from Dalby, a 17-minute essay in the contrasting textures of the polygot sextet of trumpet, flute, clarinet, harp, cello and percussion.

Sunday's SNO concert, at the City Hall, contained new works by these four composers. Dalby's *The Tower of Victory*, Berio's *Still*, Maxwell Davies's *Stone Litany*—all world premieres. And the British premiere of Ligeti's Concerto for Flute and Oboe. And it is these that form the basic material for the lectures and discussions during the week. But in the belief that critics may eavesdrop but not interfere, I must hold my peace until the week is over.

Shaw

Richard II by B. A. YOUNG

The indefatigable National Youth Theatre's fourth production this season is *Richard II*, intelligently spoken and satisfactorily cast in the main roles. Francis Matthews produces some very musical tones as the King; his fault is too much insistence on a high emotional level. Charlie Macdonald's Bolingbroke is nobly played, but he must remember that the deepset eyes in the fine bony structure of his face make it essential for him always to keep them up, not focus them on the ground in front of him. Simon Templeman speaks John of Gaunt's great speech well. The best speaking of the evening, to my ears, comes from the few lines assigned to Bagot, played by Sean Mathias.

No doubt because of the company's crowded programme, there is only a modicum of production. Scenes take the form of static arrangements against which the principals move only as much as they have to. I seldom got the impression that there was any give and take between individuals; the speeches were spoken in turn, but not spoken to anyone, not listened to by anyone. Often enough the person addressed was quite ignored; Mowbray, when he calls Richard "most mighty liege," doesn't look at him. Mowbray and Bolingbroke both turn their backs on the King even at the height of his divinity.

The pace is slow. Even though the Aumerle plot—usually seized on as the only opportunity for comedy—is cut, the performance lasts over three hours. Whatever its faults may be, however, there will be a lot of young people out of the 37 on the stage who will come out of it knowing more about Shakespeare's true musical potential; and that can't be bad.

Ingrid Bergman and John McCallum in Maugham's 'The Constant Wife,' which opened at the Albery Theatre last night

Record Review

A Voice to Remember

by ANDREW PORTER

The Voice is His Master's. The attentive little dog came to Gramophone and Typewriter Company in 1899, a year after the firm had been founded, though it was some time before he supplanted the Recording Angel on the labels (hence the record-collecting term "pre-dog"). To celebrate 75 years of making records, EMI—into which G. & T., later HMV, is incorporated—has issued a two-disc souvenir album, *A Voice to Remember*—gleanings from the rich catalogue, an anthology produced by Roland Gelatt, with linking chat from Alistair Cooke.

Mr. Gelatt, author of *The Fabulous Phonograph*, has produced a popular programme rather than a serious history. When first heard it proves enthralling. Thereafter, one wishes the commentary had been printed, not recorded, so that we could play the records without having Mr. Cooke's voice brought up over them, and without having to listen to the same anecdotes. The emphasis is on pop, not serious music. Yet there are some items here to interest the serious collector.

One, strange rather than beautiful, is the voice of Professor Alessandro Moreschi, the last of the Papal castrati, who recorded the Bach-Gounod *Ave Maria* in 1904. A pity that Mr. Cooke takes over as leading voice in the central section. Another, a somehow very moving evocation of Great War sentiment, is *When the moon shines bright on Charlie Chaplin*. Murray Johnson sings it with marvellous skill in adjusting musical to verbal values—an art now much neglected. How *clear* singing used to be, compared to most singing to-day. For their first recording ever in 1898, G. and T., then stationed in Maiden Lane, borrowed the Singing Barmaid from Rules next door—and Syria Lamonte's *Comin' through the Rye* is strong, fresh, and full of character. The interpretation suggests that she might have listened to Patti singing the piece (in the flesh; it was some years before the great prima donna recorded her version). The anthology ends, 75 years later, with Janet Baker's account of the same song. It has character—but not the same witty control of rhythm as Patti and Syria Lamonte showed.

The penultimate piece is part of the Pink Floyd's *On the run* (for some reason the Beatles, EMI's big stars, are unrepresented), inspired by "the daily symphony of noise that swirls around an airport"—and poignant listening in a Kensington studio where the jets roar low over the rooftops to drown all other sounds. Caruso is here, and Patti; Melba (the Covent Garden farewell, "Salce"), but not Tetrazzini; Tauber; Shalyapin turned into a tenor by transfer at too high a speed; Schwarzkopf, Los Angeles, and Callas. Also Marie Lloyd, George Robey (how much more slowly *If you were the only girl in the world* was sung in 1916), Fred Astaire with Gershwin at the piano, Chevalier, Gracie Fields, Noel Coward and Cliff Richard. Kreisler, Casals, Rubinstein, Landowska, and Dennis Brain. The 84-year-old Saint-Saëns, in 1919, playing his *Marche militaire* with considerable dash. Lale Andersen, Piaf, and Peggy Lee. Toscanini, Walter, Beecham in a splendid rehearsal of Osmin's aria, Barbirolli.

And much more. Some of Ernest Lough's *Hear my prayer* HMV's first record to sell over a million copies. A dazzling 1919 track of the Original Dixieland Jass Band's *Tiger Rag*. Missing: Schnabel, Gigli, Björling, Karajan in his own right (he accompanies Dennis Brain), Klemperer—all key figures in the EMI story.

Some of the gaps are made good in the picture-book, with captions by Jerrold Moore, that comes with the album. I don't think much of the phrase "the Golden Girl of the Golden Age of opera" for Melba, or that Callas's chief quality was "a new and splendid style of coloratura" (she is represented by the stretta of "Una voce"). But then *A Voice to Remember* is plainly not planned to be a history so much as an entertainment; and entertain it does, with choice fragments from the huge catalogue.

It costs £3.99, and the number is EMPS 75.

Festival Hall

Mahler's Fifth

by MAX LOPPERT

Back to the Festival Hall! Back to the clear, clinically dry acoustic, the clean, unwelcoming decor, after a Prom season that had one's ears and eyes soon happily tuned to the warmth and resonance, the homely friendliness, even the blurring haziness of the Albert Hall. For their opening concert of the season on Tuesday, the RPO and Daniel Barenboim were again collaborating on a performance of Mahler's fifth symphony (the first occasion had been towards the end of the last Festival Hall season). I willingly admit that part of my dissatisfaction with the occasion must have been force of aural habit, of dismay at Mahlerian sound not swelling or blooming as it seemed to at Bruno Maderna's Prom two weeks ago: the rest, however, must be laid at the conductor's feet.

For it was a maddening performance. As so often during a Barenboim concert, I was moved continually to extremes of reaction: to admiration at the emotional openness of his musical reactions; to dismay at the excesses, the over-emphases, into which such emotionalism can drive him. To delight at so natural a sense of how a melodic phrase ought to go; to irritation at the way such a phrase can yet be disfigured—for example, by the portentous pauses that were so much in evidence on Tuesday, semaphoring changes of mood, thought or material. To wonder at the fervent response he can obtain from an orchestra; to amazement that the orchestra is able to follow the soup-tureen-sized embracings of the air, the fencing lunges at the poor first cello, and yet produce a semblance of unity (oh for the minimal gestures, powerfully expressive, of a Horenstein!). And most important of all, to despair that musical gifts of such profusion should not be tempered by a greater sense of emotional detachment, of willingness to let the music speak for itself—of, in a word, cool.

In the present case, it was the first movement that gave one most to admire (a solid tread for the Funeral March, strongly maintained), the third and last movements most to irritate (it is Mahlerian humour that suffers obviously from exaggeration—the whoops and whirls of Austrian folk humour were made, on repetition, to seem lumpish and tedious). In the *Adagietto* one became aware of how top-heavily emotional the movement can sound when violin and harp parts are given searchlight scrutiny and the rest is left to fend for itself. The symphony entirely lacked coherence, of thought, of argument, in Mr. Barenboim's hands. And yet it was—somehow, obstinately—memorable, too: perhaps in 20 years' time. . . .

CINEMAS ARE CONTINUED ON PAGE 31

WORLD TRADE NEWS

BOSPHORUS BRIDGE

It could earn money now

BY METIN MUNIR IN ISTANBUL

TURKEY'S Bosphorus Bridge, connecting Asia and Europe, is ready for traffic but its opening will be delayed by more than 40 days, according to local engineering sources.

The General Director of Highways, wants to open the bridge now and start making money; the same sources said. But it is unlikely that he will have his way as politicians want to squeeze out the greatest propaganda value by leaving it closed until the 50th anniversary celebrations.

Turkey had plans to arrange a meeting between the Indian Prime Minister, Mrs. Indira Gandhi, and the West German President Mr. Gustav Heinemann in the middle of the bridge to symbolise the link between the East and West, according to diplomatic sources. But both asked to be excused, pleading other previously arranged plans which could not be changed.

So the bridge will now open on October 30, one day after Turkey celebrates the 50th anniversary of the founding of the republic by Ataturk. President Fahri Koruturk will cut the ribbon in the afternoon and drive into Europe accompanied by representatives of over 100 States. After this pedestrians will be allowed to cross the 1,560-metre bridge and vehicular traffic will start at midnight. Some 22,000 vehicles carrying 100,000 people will cross the bridge daily, estimates the Turkish General Directorate of Highways.

According to Freeman Fox and Partners of London, which designed it, the Bosphorus Bridge will be the first link between Asia and Europe south of the Black Sea in nearly 2,500 years. The Persian King Darius built a bridge of boats across the Bosphorus in 500 BC to transport his troops to Greece.

The bridge will also link the Asian and European sections of Istanbul, eliminate delays in international transportation, change urban commuting patterns and probably shift the growth of the city of 2.5m. to the Asian side. Ferries are handling the traffic between the continents and the rate was 4.5m. per year in April 1970 when the construction of the bridge began. It is estimated that in its first year the bridge will carry 8m. vehicles. Although there is a 24-hour ferry service between the two shores there are huge delays with bad tempered lorry drivers queueing up for miles near the sea below the 15th century Topkapi Palace. The average waiting time for lorries is 10 hours and can run up to one or two days.

The car and passenger ferries will be kept in operation following the bridge's opening until officials determine how much of the traffic the bridge will absorb.

The bridge will cost $33.5m. and its peripheral highways about $115m. The feeder roads on the Asia side are completed, but some work still needs to be done on the European side. When I visited the bridge earlier this week Dr. W. C. Brown of Freeman Fox told me that virtually everything apart from the painting and other minor work was completed. Workers were painting the elegant, twin-towered suspension bridge to a sober grey colour. Engineers were putting the finishing touches to the electronic toll system which will regulate the crossing.

The Ministry of Public Works, Mr. Nurettin Ok, has said that vehicles would be placed into several categories with fares ranging between 30p and £4.30. Pedestrians will use the 20-person lifts installed in each of the 165-metre high towers to go up to the bridge's two footways and pay about three pence. Motorcycles will pay about six pence, cars up to two tons 30p, minibuses 40p, small buses 70p, big buses and lorries over two tons £1.40, and lorries with trailers and tankers £4.30p. Passengers will not be subject to separate fares. The Minister said that the bridge will pay back the investment in four to six years, depending upon the traffic.

The twin-towered suspension bridge is situated between Ortakoy in the West and Beylerbeyi in the East, where the Bosphorus is 1,000 metres wide. The main span between its towers is 1,074 metres, the fourth longest in the world. It has six lanes of traffic and a footway on each side. The builders are the Anglo German Consortium of Cleveland Bridge and Engineering and Hoychtief.

There was much opposition to the bridge from left-wing politicians who said that it would be wiser to spend the money in underdeveloped eastern Turkey on schools, hospitals and roads. This has died down and even Istanbul-lovers who protested that the bridge would destroy the city's skyline are now silent. Instead of dominating the ancient city the bridge has merged into the scenery and has a superb view of Istanbul stretching for miles both sides of the Bosphorus, busy with sea traffic.

Japan seeks harmonious relations with Europe—Tanaka

BY CHARLES SMITH, FAR EAST EDITOR

AGREEMENT by the Japanese television industry to exercise voluntary restraint over its exports of colour TV sets to Britain is "quite possible," according to Mr. Kakuei Tanaka, the Japanese Prime Minister.

Mr. Tanaka, speaking a few days before he is due to leave for a round of official visits to the U.K., West Germany and France, indicated that he was not seriously worried about the colour television problem or about other aspects of the trade imbalance between Britain and Japan. He claimed that the trade imbalance between Japan and the U.S. had been "rectified" in only one and a-half years from the time when it first became a serious issue between the two countries, instead of the three years predicted by most observers. Britain had achieved a "rather substantial" increase in its exports to Japan during 1973, Mr. Tanaka said, and the trade gap could be narrowed by a further increase in British exports.

Discussing other aspects of his European tour, Mr. Tanaka said he thought there was scope for co-operation and joint ventures between Japan and France in a number of sophisticated industries, including nuclear power and aircraft. Mr. Tanaka specifically referred to the Concorde as an instance of the European lead in aircraft manufacturing but refused to be drawn on the question of whether or not Japan intended to buy the aircraft. Referring to Japan's trade relations with Germany, Mr. Tanaka minimised the importance of the Japanese trade surplus and said: "If we can solve our problems with Britain then we can solve our problems with Germany too."

A key to the trade imbalance between Japan and all three European nations, Mr. Tanaka claimed, was the corresponding imbalance in the numbers of Japanese going to Europe and of Europeans going to Japan. As a case in point the Prime Minister said that 58,000 Japanese visited the U.K. in 1972 whereas only 35,000 U.K. citizens went to Japan.

Discussing Japan's relations with Europe in general terms, Mr. Tanaka said he thought that there was a "missing side" in the triangle of major industrial powers represented by Japan, Europe and the U.S. Japanese communications with Europe had been "ineffective" in the past but the Japanese Government now attached high priority to establishing a "close and harmonious relationship" with Europe.

Mr. Tanaka is to leave for Europe on September 26 and will be in London between September 29 and October 3. He is to meet Mr. Heath and other senior ministers during his stay and is expected to be questioned in detail about the steps Japan is taking to open its market to European exports.

North American division for Chloride

A NORTH American Division of four companies with a turnover of about £25m. has been set up by Chloride, which claims to be Britain's largest manufacturer of rechargeable batteries.

The division will consist of Chloride Connrex Corporation, which has it headquarters in Tampa, Florida, and is the seventh largest battery manufacturer in the U.S., two companies specialising in emergency lighting—Chloride Systems (Canada)—and a Mexican automotive battery company, Monterrey Chloride, in which Chloride has a 49 per cent. interest.

Mr. Michael Edwardes, chief executive of Chloride Group, said that Chloride plans to develop strongly in the North American market. Mr. James Gilchrist, director of the new division, said that an "in-depth survey" of the American industrial battery market was planned. The use of battery-operated vehicles for fork-lift trucks and other industrial uses was growing at an unprecedented rate in the U.S.

Brown Boveri-Newage manufacturing tie

BY CHRISTOPHER LORENZ

A LEADING multinational elec-engineering group has decided to stop producing small alternators and to buy them from a British company.

The two partners, Brown Boveri and Cie and Newage Engineers of Stamford, Lincolnshire—a member of the Charterhouse group—have reached an initial agreement for three years, but Brown Boveri (BBC) sees the deal as a long-term arrangement whose scope may be considerably extended.

A joint statement yesterday said that the agreement gave the two companies an immediate opportunity to achieve a very substantial increase in the sales of alternators (alternating current generators), reaching an extra £1m. annually by 1976. It is understood that BBC may take half Newage's exports of small alternators within five years.

The type of machines initially covered range between two and 400KVa, though Newage is eventually expected to supply machines of up to 750 KVa. This is the range in which it claims to be the largest manufacturer in Europe. The alternators are mainly driven by diesel engines.

For Brown Boveri, the advantage of the deal is that it has allowed the Swiss-based group—which has large affiliates in France, Italy and West Germany—to drop production of machines up to 400KVa, which it has not made in anything like the quantity of its closest competitors.

BBC is equally interested in the potential of the agreement, especially since it could aid its policy of increasing its stake in the British market, which is minute compared with its four "home" markets of France, Germany, Italy and Switzerland.

The deal forms part of BBC's reorganisation of its international motor production, which involves concentration of manufacture in France and Italy, together with increased co-ordination of the sales force.

Nissan dismisses U.K. car import fears

JAPAN'S Nissan Car Company has stated that last month's sharp rise in Japanese car imports to Britain was caused by special factors, and there was no need for British manufacturers to be alarmed.

The company's statement followed remarks last week by Lord Stokes, chairman of British Leyland, that temporary controls should be placed on Japanese car imports.

Nissan said there were two reasons why registrations of Nissan cars in Britain rose steeply from 2,794 vehicles in July to 11,053 in August, giving them a market share of 4.7 per cent. Many people who bought cars in July deferred registration until August, when the 1974 registration numbers were introduced, and also the prices of West European cars were raised in August while Nissan's prices stayed unchanged.

The company said it too had now introduced price increases and this, coupled with production difficulties in Japan, meant the average monthly export figure for Britain was likely to drop to 4,000.

The company also said the inability of British manufacturers to cater for the rapidly expanding British car market and a tendency among British customers to buy a wider range of cars had caused the rise in car imports.

EFTA trade growth

IN THE 13 years from 1959—the last year before tariff reductions began — to 1972, intra-EFTA trade, measured in terms of exports, increased by 355 per cent., or at an average annual rate of 12.4 per cent.

In its annual report, just published, the European Free Trade Association says that this increase compared with a rise in total EFTA exports over the same period of 207 per cent., or 9 per cent. a year. Exports to EEC went up by 236 per cent. (9.8 per cent. a year). Total EFTA imports also increased by 204 per cent. (10.7 per cent. a year). All told in 1972 intra-EFTA trade again rose more than total EFTA imports and exports.

In 1972 total exports rose by 15.1 per cent. to $55.7m. and total imports went up by 15.5 per cent. to $64.5m. The biggest percentage rise in total exports was recorded by Iceland (27.9 per cent.) but Austria, Finland, Norway and Portugal also registered increases of more than 20 per cent. Exports by Denmark, Sweden and Switzerland went up by over 15 per cent. Against this, the U.K. came last with a rise in exports of only 8.9 per cent., and it was also the only EFTA country whose exports increased less in 1972 than in 1971.

The value of intra-EFTA trade (measured by exports f.o.b.) rose in 1972 by 19.9 per cent. (1971 = 10.4 per cent.) to $12.2m. The U.K. remained the largest market for EFTA countries' products

French efforts at Brno Fair 'less than adequate'

BY GILES MERRITT

IF BRITISH exporters sometimes complain that they are savagely criticised for neglecting potentially valuable overseas markets, then it may come as some consolation to learn that they are not alone.

French industry has just been the object of a bitingly acid report in a respected Paris financial newspaper on its showing at the Brno International Trade Fair, which ended on Sunday.

An article published in Les Echos makes it clear that French participation in the fair was less than adequate.

Fewer French exporters were present at the trade fair than last year, points out the article, and those who did attend were largely outclassed by exhibitors from other Western European countries.

The Les Echos correspondent singled out Italy's vigorous efforts at the fair and the concentration of Swiss precision engineering companies. He also had a special word for the British contingent, "whose efforts seemed far from being a rear-guard action.

"The absence of France's machine tools industry was much remarked on," the newspaper report adds, "and that despite a special machine tool manufacturers mission to Czechoslovakia and a number of special information seminars on the market."

Another absence singled out in the article was that of France's Compagnie Generale d'Electricite (CGE), the giant energy and engineering corporation. By contrast, adds Les Echos, about 50 U.S. companies, including General Electric, were present.

The commercial staff of the French Embassy in Czechoslovakia, the French banks present, and the representatives of France's CFCE foreign trade organisation are now deeply worried "by an industrial policy where dynamism is clearly not one of the principal characteristics," the newspaper sourly comments.

DOWTY SEALS

NEW orders won by Dowty Seals at home and overseas during the past four months were more than 35 per cent. up on similar period last year.

Orders secured during July alone topped the £1m. mark, and all the indications are that this growth will continue.

FOUNDRY ORDER

RICHARDS of Leicester has received an order worth nearly £100,000 for foundry equipment from Japan.

The order is for various sizes of foundry sand mullers. Business in Japan has developed rapidly for Richards since it appointed agents there in 1971 and subsequently sent an executive to advise on sales and technical aspects of equipment. Richards has been informed that further orders from Japan can be expected for 1974.

AMERICAN NEWS

Watergate Committee calls surprise witness

BY GUY DE JONQUIERES

WASHINGTON, Sept. 19.

SENATE Watergate Com-[...]ee resumes its public hear-[...] on Monday against a back-[...]nd of flagging national [...]est in its investigation and [...]ing dissent within its own [...]s.

[...] an apparent attempt to re-[...]gorate proceedings, the Com-[...]e has summoned an unex-[...]ed witness, Mr. Patrick [...]hanan, to appear first. Mr. [...]anan is one of President [...]n's top speech writers and [...]sees the preparation of the [...]ident's daily Press summary. [...]r Special Counsel Richard [...]e, who appeared during the [...] phase, he is the only man on the President's staff to [...]alled before the Committee.

[...]e summoning of Mr. [...]anan is something of a sur-[...] because his name has not [...] linked before to the Water-[...] burglary and cover-up. [...]ed, the Committee seems to [...] strayed from this particular [...] of inquiry and is more [...]ested in questioning Mr. [...]anan about White House [...]oranda which he allegedly [...] concerning political [...]nage on the 1972 campaigns [...] Democratic Presidential [...]ants.

[...]e Committee originally [...]d to summon first Mr. [...]les Colson, an ex-White [...]e aide described variously [...] the President's "hatchet [...]" and master of political [...] tricks. But the prospects [...] his appearance have been [...]led since his lawyer dis-[...]d that he may be indicted [...] grand jury in connection [...] the burglary of Dr. Daniel [...]erg's psychiatrist's office in [...] and argued that an appear-[...] before the Senate Com-[...]e could jeopardise his de-[...].

[...]e Committee was meeting privately with Mr. Colson to-day to determine whether Mr. Colson is justified in crying off. The only other witnesses they have scheduled are comparatively minor Watergate figures: former White House covert political investigator John Caulfield and John Ragan, an ex-FBI agent who allegedly helped Mr. Caulfield tap the telephone of Washington columnist Joseph Kraft.

It is generally agreed that the Committee will have to pull something really dramatic out of the hat if it is to recapture the intensive national attention it enjoyed earlier this year. However, it has already run through virtually all its most important witnesses, and the challenge it poses to President Nixon himself now seems less dramatic and potentially damaging than the court battle being waged by the special prosecutor, Dr. Archibald Cox, to procure the White House tapes.

The Senate Committee has also gone to court to try to obtain the tapes, though its legal grounds are considered less solid than those of Dr. Cox. Senator Sam Ervin, the Committee Chairman, has said that the hearings may have to be prolonged if the President does not hand over the tapes: but it is doubtful that this line of thinking will draw much support from other members of the Committee, many of whom are anxious to wind up its hearings and return to normal as soon as possible.

In the meantime, a new campaign is being waged by Mr. Ralph Nader, the consumer advocate, to obtain tapes of conversations between the President and a group of dairy farmers in 1971. Mr. Nader has alleged that federal dairy support prices were raised after the dairy industry pledged a large contribution to Mr. Nixon's 1972 re-election campaign.

To forestall the release of these tapes, the White House has had to invoke yet again the doctrine of "executive privilege" which now, it seems, has been broadened to cover not only the President's discussions with his aides but also with businessmen with no formal connection to the White House.

There is no doubt that Mr. Nixon has been successful in his strategy of trying to turn public opinion against the committee by depicting it as a source of malign political harassment. Recent polls show that its public standing has fallen off and that, while most Americans still believe Mr. Nixon to be deeply involved in Watergate, few favour his forcible removal from office.

However, the political threat posed by Sen. Ervin and his colleagues has been replaced by other concerns: notably the continuing investigation by Dr. Cox into numerous embarrassing White House misdeeds and the politically shaky future of Vice-President Spiro Agnew.

The Washington Post report yesterday that Mr. Agnew is considering resigning has added drama, but not much enlightenment, to his dilemma while Mr. Agnew himself has remained silent. There is growing speculation that the story was a deliberate "leak" by the White House to force the Vice-President out of office now that he has become a political liability.

However, this supposed tactic has borne no fruit so far, and the word from Mr. Agnew's closest associates is that if anything, it is likely to encourage him to dig in and fight on, with or without White House approval.

Threat by Chile junta to try 5,000 people

CHILE'S military Government stated that it would put on trial as many as 5,200 people arrested in the coup which overthrew President Salvador Allende. Those found guilty would be dealt with "severely." The head of the four-man ruling junta also indicated that foreign left-wingers had been involved in armed resistance to the military coup a week ago.

Gen. Austo Pinochet Ugarte, in a speech on the 163rd anniversary of Chilean independence from Spain, said: "Foreign nationals caught taking part in fighting will be severely dealt with by the tribunals. We cannot accept strangers who come here . . . and turn up later as extremists, killing our own citizens."

Gen. Pinochet's speech and a special mass attended by the four-man junta were the only celebrations marking the independence holiday. Chile remained under strict martial law but some restrictions were eased.

The Government contended that some 10,000 foreigners, mostly left-wingers, were in Chile illegally and Mr. Allende's regime had sheltered them. Many of them had trained Chilean leftists in the use of arms and guerilla warfare, Government spokesmen said. Even Allende himself was trained in weaponry and protected by Cuban bodyguards, it was claimed.

The new chief of police investigations, army Gen. Ernesto Baeza, said the authorities had uncovered a plot planned by members of Allende's popular unity coalition of left-wingers to take over the Government by force and install a Communist dictatorship.

Gen. Baeza said the plans were found in safes in the Interior Ministry and provided for the assassination of armed forces officials, opposition politicians and journalists during the traditional military parade on September 19.

Tony Bartlett looks at Hawaii's most successful coral business

Where jewels grow on trees

IN JANUARY, 1962, a 38-foot sailing boat being delivered to New Zealand from San Francisco limped into Hilo port in the Hawaiian islands with a makeshift mast after encountering bad weather. It took seven months before repairs were made and the boat was ready to leave, by which time one of its three-man crew had decided to stay.

He was Clifford Slater, then in his late 20s, a Briton from Chingford, Essex. After washing dishes for a while he fell in with a couple of scuba divers who had a diving equipment shop at Lahaina, an old whaling port and tourist attraction on the island of Maui, and a few other shops scattered around the islands.

The firm was almost broke and Clifford Slater made do with taking out $100 a month eating money. But they had one asset—a couple of years earlier the two men had discovered black coral in depths of 120 feet off Lahaina. They were diving for it and making rudimentary jewellery to sell in their shops to tourists. It was the first time that black coral had been used in jewellery for centuries.

Big break

Over the years, the two principals dropped out, but Clifford Slater stayed to build the firm, Maui Divers of Hawaii, into the most successful coral jewellery business in the islands, winning more than 50 per cent. of the local tourist-orientated market. The big break came in 1966 when rare pink angelskin coral was found in Hawaiian waters and its mining put the company into the world coral jewellery league.

This year the firm's wholesale coral jewellery sales will amount to about $2.6m., compared to $500,000 in 1968. Twenty-five per cent. of income will come from exports to retail outlets mainly on the U.S. mainland, Canada and the Caribbean. The firm now employs 135 people, most of them at its Honolulu headquarters and workshop. Last year it changed from using a dragnet and schooner to gather the pink coral at depths of 1,200-1,500 feet, to using a two-man Star II submersible.

Mr. Slater, who spent eight years as an RAF navigator before going to the U.S. in 1959, says: "We are probably the largest producers of coral jewellery in the world, not because we are big but because the others are small and fragmentary. We have a policy of integrated production. We bring up the coral and make it into jewellery to our own design. As far as we know, no

Mr. Clifford Slater

other company does this. Essentially, the only thing we buy is the gold."

Hawaii has something like 10 or 15 firms producing coral jewellery. They range from the man who buys coral stones and the mountings and puts them together in his garage to the small firm that cut the stones they buy. Only Maui Divers harvests its own pink coral.

The islands control perhaps 5 per cent. of the product's world market. Japan has 85 per cent. and Italy the remaining 10 per cent. Japan's reserves of good quality pink coral have been depleted and their fishermen now get this from the only other world source, Milwaukee Bank off Midway Island. The Italians now get their best gems from the Japanese, although they still obtain some coral from the Mediterranean.

Mr. Slater, at 40, is president of the private company which has 20 stockholders. Its 12 salesmen deal directly with local shops, mostly around Waikiki, that sell the jewellery, but two-thirds of the firm's 730 customers are on the U.S. mainland, most of them on the east coast and in the mid-west. They even have a customer in Naples, the centre of the Italian coral industry. Britain, until EEC entry, was out because of high duties, but Mr. Slater hopes to look at the possibilities there when he returns next year for his first visit in over three years.

Maui Divers gets its average of 300 lbs of black coral a week from freelance aqualung divers who risk the bends and go to depths of 120-150 feet between the islands of Maui and Lanai. Being the first to gather it in 1959, the firm had to develop a market for black coral from scratch. It is now exported to the mainland and comprises half the firm's jewellery output in value, but it is not as valuable as pink coral.

As a gemstone, black coral was used by the rulers of Asia Minor who believed it warded off evil spirits. Before Maui Divers rediscovered it, it was last heard of when reserves in the Red Sea were depleted about two centuries ago.

This coral species, called Caretin, grows in "tree" formations to a full height of 40 inches in 25 years—faster in fact than Hawaii's divers can gather it. It is worth about $5 a pound in its raw state.

There has always been an international demand for pink coral. As a gemstone it dates back to the Egyptian pharaohs and the Japanese are said to value it after gold and silver. This calcium carbonate crystal grows slowly to a 15-inch "fern-shaped" coral in 50 years.

Pink coral jewellery can be bought for $50. Much depends on the mounting and other stones with it. Maui Divers' most expensive piece, an angelskin necklace, cost $5,000. In its raw state, pink coral is worth on average maybe $30 a pound, but white coral of the same species, which is found in the same beds, is worth only around $2 a pound. Angelskin can fetch up to $500 a pound.

The pink coral comes from a bed 1½ miles by half-a-mile five miles off Makapuu on the capital island of Oahu, which was discovered by a University of Hawaii team in 1966. It is the only economically viable field of pink coral found so far and the company limits its take to 4,000 lbs a year—the rate at which the field replenishes itself.

New beds

This means that the company has reached its production limit, but this does not worry Mr. Slater who says that small pink coral beds have been found throughout the islands so there has to be a large field somewhere. His $250,000 miniature submarine with its mechanical snipping devices is used much of the year to research new beds. Bamboo and gold coral types have been found and it is possible that the latter could be used in jewellery.

Clifford Slater sits on a State Government advisory committee on the sea. He gave up ocean sailing, which took him to the Mediterranean as a charter boat skipper before he came to the U.S., a long time ago. He now lives quietly with his wife and six months old child in Pacific Heights, one of the many valleys that penetrate the Koolau Mountain behind Honolulu, and some five miles from bustling Waikiki where scores of shops sell his jewellery. The job he does now is very different and more complex from that when he joined the firm. But then Hawaii is a very different place to what it was 11 years ago. It doesn't take seven months to repair a mast any more.

Canada oil project confirmed

CALGARY, Sept. 19.

[...]CRUDE CANADA plans to [...]ed with an $800m. project [...]xtract crude oil from the [...]basca oil sands area of [...]-eastern Alberta if the [...]ral Government does not [...]se its proposed 40 cents a [...]l tax on crude oil exported [...]e U.S.

[...] present only one company, [...]t Canadian Oil Sands, a [...] of Sun Oil, is producing oil [...] the Athabasca sands in [...] is little more than a pilot [...]. Extracting oil from the [...]y sands has become commer-[...]y interesting as a result of [...]t increases in the price of [...]e. Shell is believed to have [...] to follow the examples of [...]t Canadian Oil Sands and [...]ncrude.

[...]ncrude is owned 30 per cent. by Imperial Oil of Toronto, [...]bsidiary of Exxon, and by [...]ly-owned Canadian sub-[...]ries of Cities Service and Atlantic Richfield. Gulf Canada, a subsidiary of Gulf Oil, holds the remaining 10 per cent. interest.

Syncrude Canada would produce 125,000 barrels of crude oil a day during peak operations at the oil sands, 250 miles north-east of Edmonton. No date was given for the start of construction but the company plans to begin production on January 1, 1978.

The province and Syncrude reached agreement on three basic issues to permit the development. Royalties paid by the company to the province for the oil produced would be 50 per cent. of any profits made by Syncrude. Formerly the province took a percentage of the gross value of products produced. Alberta estimated the province would get more than $1,000m. from the arrangement during the next 25 years.

M. Lougheed, the Alberta Premier, announced the formation of the Alberta Energy Company, through which residents of the province would be able to invest in the Syncrude plant.

The new company has an option to purchase 20 per cent. of the operating plant to be exercised after it begins production. It could also own 50 per cent. of the electrical generation plant to be built for Syncrude and 50 per cent. of the pipeline needed to ship the crude oil to Edmonton.

Alberta Energy would be owned 50 per cent. by the provincial government with the remainder of the shares available to Albertans. The newly formed company would invest only after it has determined if Syncrude's operation is profitable.

AP-DJ

Chrysler price bid rejected

WASHINGTON, Sept. 19.

[...] U.S. Government has turned [...] Chrysler's request to boost [...]esale prices on its 1974 [...]l cars and lorries by another [...].

[...]e Cost of Living Council, [...]g one day after Chrysler [...]itted its new price request, [...] it was refusing to consider [...] proposed increase and told [...]company it must submit the [...]est again after the industry's [...]r settlements are reached.

[...]e decision stops the council's [...]ys "clock" that would have [...]ed the company to raise its [...]s 30 days after submitting [...] proposal unless the council [...]fied or rejected it.

[...]rysler, which was granted an [...]ge $87 per car increase on [...]mber 11, was seeking to [...] wholesale prices by another [...] to recover increased labour, [...]rials and other costs, not [...]ding any labour cost [...]ases resulting from the [...]tive new contract reached with the United Auto Workers on Monday.

Chrysler had indicated that it planned a third round of increases later in the autumn to cover labour costs under the new contract. Mr. Dunlop said the council had told Chrysler earlier that it would not consider another increase until after the labour settlement had been reached.

Meanwhile, Mr. John Dunlop, director of the Cost of Living Council, defending the Government's week-old price increase decision for steel, said the decision will cost the steel industry about $180m. in profits in 1973.

Last Monday the council allowed the steel industry to boost prices by $4.50 a ton on flat rolled steel products and granted them similar increases which will not go into effect until next January. Mr. Dunlop said that deferral plus the price freeze from June to August will cut industry profits by $180m., which he said represents 15 per cent. of the industry's 1972 profits.

AP-DJ

TEARGAS USED IN BUTCHERS' STRIKE

GUATEMALA CITY, Sept. 19.

Police used teargas for the second successive day against striking butchers who tried to march on Congress here last night.

The butchers, protesting against an increase in prices charged by wholesale meat suppliers, demonstrated outside the Presidential Palace on Monday but were dispersed with teargas.

Police said no one was injured and there were no detentions in the incidents.

Reuter

Ostpolitik encounters major snag on W. Berlin

BY JONATHAN CARR

BONN, Sept. 19.

WEST GERMANY'S ostpolitik seemed to-day to have hit a major snag following the first official revelation here that the Soviet Union is taking a hard line on the West Berlin issue.

Talks betwen Bonn and three eastern European countries—Czechoslovakia, Hungary and Bulgaria—are already stalled because of differences over Berlin.

West Germany feels that, under the four-power Berlin accord, it is entitled to represent West Berlin institutions, as well as individual citizens, through its consular services in the three countries.

To-day, a foreign office spokesman agreed, in reply to questions about a newspaper report from Warsaw, that similar difficulties had also emerged earlier this year with Poland and the Soviet Union.

Both he and a government spokesman declined to link these problems, saying the government would continue its efforts on a bilateral basis to overcome the problems.

However, the statements lend strength to the belief her that Moscow has been orchestrating the hard line over Berlin, presumably in an effort to extract concessions from Bonn.

The spokesmen turned aside questions on whether low-interest credits could be one concession in particular that the eastern European countries were seeking.

It emerged from his remarks that the problems with Poland over Berlin had only become apparent in May this year and those with Moscow round about the same time.

In the same month, the Soviet party leader, Mr. Brezhnev, came to Bonn. He gave his name to a joint declaration at that time stressing the importance of "strict adherence to, and full application of," the four-power Berlin agreement.

During his visit Mr. Brezhnev sought in particular West German industrial and technological assistance, and urged provision of low-interest credits—a matter also stressed by a Polish delegation here for talks last week.

Chancellor Willy Brandt is opposed to the general granting of such credits but has indicated they may be given in certain specific cases. From the spokesmen's statements to-day, it is clear that Bonn had not at first fully bargained for the difficulties which have now emerged, over its rights to represent Berlin.

But when Moscow and Warsaw began this year to raise difficulties, Bonn decided to include in its future accords with eastern European countries an indisputable clause on the Berlin issue. When it sought to do this with Czechoslovakia, the talks stalled and intense diplomatic efforts have failed to resolve the matter. It was because of this remaining problem that Herr Brandt had to cancel a visit to Prague planned for the start of this month.

Brandt enmeshed in row over jobs for radicals

BY JONATHAN CARR

BONN, Sept. 19.

CHANCELLOR Willy Brandt will meet with Prime Ministers of the Laender—the German states—to-morrow amid sharp controversy over appointment of radicals to civil service positions.

The matter has brought opposition charges—renewed this week—that Herr Brandt is not taking a sufficiently firm line against such appointments, and has caused dissent both inside Herr Brandt's Social Democratic Party (SPD) and between the SPD and its coalition partner, the Free Democrats (FDP).

The dispute has its origin in a decision of the Laender Prime Ministers in January last year that radicals, whether of the Right or Left, should not be able to take up civil service positions such as judges or teachers.

Both the opposition CDU and CSU firmly agree that this decision should stand but say it is being fully applied only in those states where they are in control. The CDU/CSU holds that those who are fundamentally opposed to the democratic basis of the state should not be allowed to positions where they will be better able to act to undermine it.

Austria split with Prague and Belgrade

BY PAUL LENDVAI

VIENNA, Sept. 19.

SERIOUS TENSIONS have grown up between Austria and two neighbouring Communist states, Czechoslovakia and Yugoslavia.

The quarrel with Czechoslovakia follows attacks by Czechoslovak fighters on two Austrian gliders which recently strayed into Czechoslovak air space. The Austrian Government yesterday delivered "sharpest protests" against the brutality which it alleges the Czechs showed in dealing with the unarmed gliders. Four Austrians in the two aircraft were killed.

Austria will also raise compensation claims.

The row with Yugoslavia, over the rights of the small Slovenian minority in the Austrian province of Carinthia, is fraught with ominous implications and may well lead to an internationalisation of the conflict.

Three allegedly drunken Austrians Sunday night blew up a memorial erected only two weeks ago in honour of partisans who fought Nazi troops in Carinthia. The action is regarded here as an alarming sign of rising national tensions between the small Slovene-speaking minority (less than 5 per cent. of Carinthia's population) on the one hand and Pan-German and extreme Right-wing elements on the other.

In contrast to the row with Prague, Austria in this case finds itself on the defensive, because of the delay of 18 years in implementing the provisions of the 1955 State treaty.

However, the Austrian Government yesterday sharply condemned the attacks on the memorial and issued an appeal for moderation. If there will be, as feared, a "hot autumn" in Carinthia, the Slovene minority and its Yugoslav protectors may well ask for assistance by the four signatories of the State treaty (Britain, France the U.S. and the USSR) and the UN

W. German corporation tax scheme agreed

By Malcolm Rutherford

BONN, Sept. 19

THE WEST GERMAN Cabinet agreed to-day on the broad outlines of a reform of the corporation tax which should go into effect in January, 1976—one year after the income tax reform agreed last week.

The main feature of the reform is that the split rate will be maintained. From 1976 tax will be charged at a rate of 56 per cent. on retained profits and at 36 per cent. on distributed profits.

At present the rate for retained profits is 51 per cent. and for distributed profits 15 per cent. Earlier drafts of the reform, which has been under discussion for several years, had set a uniform rate of 56 per cent.—the same as the new top rate for income-tax under the income-tax reform.

There will, however, be a major change in favour of shareholders, who will be able to treat the 36 per cent. paid by the corporation on distributed profits as a tax credit in their own income tax assessment. Under the present system, the effective rate paid by the corporation on distributed profits is 24 per cent. There is no provision for tax credits for shareholders, so distributed profits are in effect taxed twice.

Dr. Armin Gruenewald, the deputy Government spokesman, said to-day the new system would lead to loss in Government revenue, but it was impossible at this stage to say how much. He also noted that the reform would apply only to shareholders resident in Germany and who therefore pay German income-tax. As a whole, it is intended to widen share ownership and to make the whole concept of shareholding more attractive.

In a related measure, the Cabinet further agreed to raise the corporation tax on certain credit institutes which currently enjoy special tax privileges from 25 per cent. to 46 per cent. Savings banks are one of the main categories involved.

Although a number of details remain to be tied up, Dr. Gruenewald said a Bill could be presented to Parliament next month. In the longer term, the chief outstanding problem is how the corporation tax reform can be related to the concept of Vermoegensbildung, or workers' accumulation of assets.

It is intended that part of the revenues from corporation tax should be channelled to this end.

PROF. RALF DAHRENDORF

A disappointed pragmatist

BY LORELIES OLSLAGER

PROFESSOR Ralf Dahrendorf, the eloquent junior German member of the European Commission, can hardly have been surprised at the way his appointment as director of the London School of Economics has been acclaimed in Britain. He is used to stardom and being the darling of the media—but in a way he is returning to his beginnings after a disappointing interlude in politics and European affairs.

Now 44, he started life as an academic, and won fame in Germany as a sociologist at an age when many of his contemporaries were still struggling with their first professoral thesis. His entry into German politics in 1969 as a member of the Free Democratic (Liberal) Party, the junior coalition partner, was a celebrated event. Yet while his career continued to be spectacular, and while he remained a celebrity, things have never quite worked out for him since.

Disagreed

He left Bonn after only a few months as State Secretary at the Foreign Office, to become EEC Commissioner without every really explaining why, except that he disagreed with his colleagues over some aspects of Cancellor Brandt's new Ostpolitik.

His coming to Brussels again was a celebrated event. The European Commissoin hardly ever counted a better known intellectual among its members, and his quick, imaginative mind, his often iconoclastic and radical observations and ideas secured him an audience wherever he went.

In 1971, he upset the Brussels orthodoxy with two articles written under the pen-name of "Wieland Europa" for the German weekly Die Zeit, in which he criticised the bureaucratic nature of the European Community.

He pointed to the dangers of Europe becoming ever more illiberal, with the Commission as a "leviathan" trying to enforce harmonisation for harmonisation's sake of all kinds of irrelevant policies.

He has also repeatedly warned against over enthusiasm for turning the Community into the kind of united Europe that could become a new super-state out to dominate its smaller neighbours and trying to throw its weight about in international affairs.

Often discussed and often quoted, it is ironic that some at least of his ideas should seem to be bearing fruit now that he is preparing to leave. Doubt in the value of harmonisation for harmonisation's sake is slowly spreading through the Community—but it is less Dr. Dahrendorf who has brought this about than the British Government's and British public's dislike of "Eurobread" and "Eurobeer."

Dr. Dahrendorf, who did postgraduate studies at the LS[E] speaks English perfectly and h[as] a British wife, is of course ve[ry] close to the British way of thi[nk]ing. He likes to describe hims[elf] as a pragmatist.

His influence on the Comm[is]sion's day-to-day policies was [not] very spectacular. Put in char[ge] of the external relations po[rt]folio, with special emphasis [on] relations with the U.S., [he] suffered considerably from a [bad] personal rapport with most of [his] American interlocutors, parti[cu]larly Mr. William Ebe[rle], President Nixon's [tra]de negotiator.

At a time when U.S.-EEC re[la]tions were strained anyway, t[his] did not make them any smooth[er].

Logical

Last January, he had to yi[eld] his portfolio to Britain's [Sir] Christopher Soames. [Dis]appointed, he thought ab[out] resigning from the Commissi[on] but is said to have stayed because no slot could be fo[und] for him in German politics. [The] new task he took over, resear[ch,] science and education, is no[t a] very spectacular one by E[EC] standards. According to frie[nds,] Dr. Dahrendorf accepted [it] because he made up his mind [that] he would devote his future w[ork] and attention to problems [of] education and did not want to [be] side-tracked. In this context, [his] move to the LSE seems only l[ogi]cal and right.

However, in his letter info[rm]ing M. Ortoli, the Commiss[ion] President, of his intention [to] leave the Commission next y[ear] he said it had not been an e[asy] decision. "I am profou[ndly] attached to my responsibili[ties] within the Commission," he s[aid]. He added that "contrary to [the] fears sometimes expressed, I [am] convinced that Europe is now [in] a phase of considerable progre[ss]

Security Conference to hear 'outsiders'

GENEVA, Sept. 19.

THE EUROPEAN security conference to-day agree to hear the views of non-participating Mediterranean countries—thus breaking a two-months-long deadlock, Western sources reported.

The Co-ordinating Committee decided by consensus that Algeria, Tunisia, Israel, Syria, Egypt and Morocco, should speak and agreed on the dates for their statements. Yugoslavia, which has close relations with the Arab states, did not dissent from the decision. But its delegate later read into the Committee's record a strongly-worded statement attacking Israel's policies, the sources added.

The conference has ruled that these Mediterranean countries would be permitted to speak only on the Conference's agenda items mainly concerning ways of ensuring European Security and East-West co-operation in the economics and humanitarian fields. This would stop them from injecting the Arab-Israeli dispute into the conference's proceedings.

The conference to-day began detailed work in some half-a-dozen sub-committees which in the next six months will try and draft proposals for ensuring European security and increasing human contacts.

Strong East-West differences again emerged to-day on the sensitive issue of increasing travel and the flow of information across Europe. The Soviet Union, Bulgaria and Poland tried to repeat their bid of yesterday to get the conference quickly to discuss a draft declaration couched in general terms on cultural co-operation and exchange of information.

But the Western powers want agreement on concrete measures to ensure more travel, a greater exchange of information and cultural and educational co-operation.

Reuter

Corsicans plant two bombs in Montedison ship

By Anthony Robinson

ROME, Sept. 19.

A GROUP of Corsican "ecology commandos" have claimed responsibility for two bomb explosions last week aboard one of the two Montedison ships used to dump effluent from Montedison's Scarlino titanium pigment plant into the Mediterranean north of Corsica.

Two small plastic bombs were placed just above the waterline of the ship Scarlino Two last week-end as it loaded effluent at the port of Leghorn. The damage caused is reported to be slight but, in a telephone call to the Corsican regional paper Kyrn, the Corsicans said that this was only meant as a warning. The commandos reportedly said that further acts aimed at preventing such dumping would follow if Montedison did not voluntarily give up polluting the Mediterranean with some 3,000 tons of effluent daily.

Meanwhile the President of the Commission of experts set up to examine the toxic effect of the effluent revealed to the Milan newspaper Corriere Della Sera that they had sent a report to the Italian authorities advising the banning of such dumping due to evidence of damage to plankton up to a depth of 100 metres in the affected zone.

'Too early' to finalise EEC site

BY REGINALD DALE, COMMON MARKET CORRESPONDENT

LUXEMBOURG, Sept. 1[9]

THE LOCATION of the Common Market's institutions should not be permanently fixed until the Community can see more clearly where European integration is ultimately leading, M. Francois-Xavier Ortoli, President of the Brusels Commission, suggested here to-day. But the Commission itself is unlikely ever to proopse a move away from Brussels, he added.

M. Ortoli faced a barrage of questions from European Parliamentarians in the Parliament's Question Time here to-day, all of which suggested that the time had come to rethink the siting of the Community's major institutions. Most of the questions came from West German Social Democrats, but many other MPs—including the British Conservative delegation—are also well known to favour a closer regrouping of the European institutions.

European deputies are be[com]ing increasingly tired of tra[vel]ling from one European ce[ntre] to another: week-long session[s of] the Parliament are usually [held] in Strasbourg, the shorter [ones] in Luxembour, while Parlia[men]tary committees often mee[t in] Brussels. The three cities [are] over 250 miles apart, [with] Luxemburg roughly in [the] middle. And communica[tions] between them are far from id[eal].

Commission stresses need for U.K. pay, prices policy

BY LORELIES OLSLAGER BRUSSELS, Sept. 19.

'LATION has taken on such portions in the EEC member ntries that a more moderate of price increases can be ieved only very gradually, the opean Commission con- ed in its annual economic ort published to-day.

'he most urgent task facing Community countries is first tabilise the rate of increase— ranging from 6 per cent. to per cent. in the individual mber states—and then to uce it in order to achieve an ceptable" trend in prices.

'his fatalistic assessment is a cry from the goal the Com- nity set itself last autumn to p the rate of price rises to 4 cent. this year.

'or Britain, the prime objec- of economic policy in the ing year should be to tenuate the disequilibria that e appeared on most markets, l at the same time to see that arger proportion of domestic ources are channelled into ex- ts and industrial investment," Commission said.

s the degree of capacity isation had increased rply recently, this objective ld be attained only if the rate growth of private consumption government spending was ited.

For this, an active prices l incomes policy will have to pursued, with the public horities and the various eco- nic and social groups working close collaboration."

'rom now on, Britain should pt a distinctly restrictive lgetary policy and the increase total central government nding (excluding loans and 'ances) in the coming fiscal r should be "appreciably " than the growth of GNP money terms, which the Com- sion estimates at 10 to 11 per t. The growth of real GNP Britain, estimated at 6.8 per t. this year, will probably ken next year, according to report.

'urrent expenditure in tain should rise at a much slower rate and capital transfers to local authorities, public corporations and the private sec- tor should be reduced. Local authorities must also try to curb the rate of increase in their ex- penditure, the Commission said.

It forecast that the budget deficit expected for this fiscal year will be replaced by a sur- plus in 1974-75.

Herr Wilhelm Haferkamp, the Commissioner responsible for economic and monetary affairs, told a Press conference that while the Commission had made quantitative recommendations for the budgetary policies to be pursued by the six member States of the old Community, it had refrained from doing so for Britain, Denmark and Ireland because their fiscal years do not coincide with the calendar year.

The Commission noted that, in spite of measures such as the substantial rise in the Bank of England's minimum lending rate, the money supply continued to grow at a very rapid pace. "The restrictive monetary policy should therefort be retained and interest rates kept at relatively high level."

Such a policy was also neces- sary in order to strengthen ster- ling on the exchange markets, the Commission said. Overall, the fight against inflation should help to restore stable exchange rates between all the member countries and help Britain, Italy and Ireland to adhere to the joint float of EEC currencies.

However, Herr Haferkamp told questioners that he did not think that the return of the three independent floaters to the EEC "snake" should be made a pre- condition for the transition from the first to the second stage of economic and monetary union next January 1, as France has suggested in recent secret EEC deliberations.

Herr Haferkamp affirmed that despite reservations about the transition voiced by several member States—apart from France, Germany and the Netherlands have registered doubts—the Commission wanted to stick to the timetable laid down by the Paris summit last year.

In its overall forecasts and recommendations for the Com- munity, the Commissioned esti- ated that real GNP will grow by some 4½ per cent. next year, compared with 6 per cent. this year.

While exports to non-member countries could be expected to slacken, the growth of intra- Community trade was not likely to slow down. "As international competition stiffens, the changes in exchange rates will influence market shares to the benefit of the countries whose currencies have depreciated."

New Swedish King takes oath

By John Walker

STOCKHOLM, Sept. 19.

THE NEW Swedish King, Carl Gustav, aged 27, took the oath of office to-day following his accession to the throne after the death last Saturday of his grand- father King Gustaf Adolf. The ceremony which took place at the royal palace in the capital was somewhat simpler than earlier times as the new King is not now formally crowned. The crown, orb and sceptre are now placed on a table next to the throne. Other constitutional changes—which have been already approved by all the parties—will deprive the mon- archy of all its remaining politi- cal functions, thus leaving the King with purely representative duties.

The final election result is still in doubt and the Govern- ment will be in power for another three months as the current Parliament does not end until December 31. How- ever, there are a number of Bills waiting to be debated in Parlia- ment including the trade agreement with the Common Market, which has to be finalised this year. What could happen is that Communist support would be withdrawn on the question of shield laws which must be agreed on first, thus leaving the opposition the opportunity of defeating the Government simply by abstaining on a major issue. If this does take place it would then leave the Social Democrats in the position of having to resign.

The Social Democrats are also virtually committed to the abolition of the monarchy in favour of a republic. This move would not make them very popular in the present situation, as thousands of people—many of them young—lined the route from South Sweden where the King died to Stockholm to see the cortege carrying the King's body pass by.

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'Loophole' for Swiss pacifists

BERNE, Sept. 19.

THE SWISS PARLIAMENT has voted in favour of setting up a civilian service which would enable conscientious objectors to do community instead of military service.

The Council of States voted 32—5 for the proposal—a private bill—which already has the backing of the upper house

Since it will involve an amend- ment of the constitution, the project will have to be put to a national referendum.

Moscow Radio accuses U.S.

MOSCOW, Sept. 19.

MOSCOW RADIO has accused the U.S. Senate of gross inter- ference in the Soviet Union's internal affairs

In commenting on Monday's approval by the Senate of an amendment urging the Soviet Union to allow free expression of ideas and free emigration in accordance, the broadcast said the Senate is "taking advantage of the current negotiations with the Soviet Union to pressure it on Soviet domestic issues."

Reuter

Paul Lendvai reports on a Yugoslav-Bulgarian row that has upset the Kremlin leadership

Brezhnev's Balkan headache

A SPATE of visits by three top Soviet leaders to Sofia and Belgrade, coinciding with rising tensions between Yugoslavia and Bulgaria, indicate that the general trend towards detente in Europe has not basically affected this complex region of pivotal strategic importance. Though perhaps no longer the powder keg of Europe, the Balkan peninsula has still remained an area of controlled but persistent tensions. It is against this back- ground that Mr. Brezhnev's sudden visit to Sofia, preceded by the similar mission of Presi- dent Podgorny two months ago, must be seen.

The timing of Mr. Brezhnev's trip to Bulgaria is significant enough. It is difficult to imagine that at a time of Soviet pre- occupation with the Sakharov affair, the all-out propaganda campaign against China and the crucial second round of the Euro- pean Security Conference, the Soviet Secretary General had nothing better to do than to fly to Sofia to receive a decoration for promoting Soviet-Bulgarian friendship. There can hardly be any doubt that Brezhnev's mission is closely connected with the deteriorating relations between Belgrade and Sofia, and possibly also with the tremors produced by these tensions in Bulgaria itself.

The fact that his talks with the Bulgarian Party leadership will be followed a few days later by an official visit of Premier Kosygin to Belgrade clearly shows the importance of Yugoslav-Bulgarian relations to the Soviet Balkan policy. Whenever the Kremlin seeks to forge closer relations with Yugoslavia, the Soviet leaders have to take into account the susceptibilities and even fears of their most loyal allies in Bulgaria. The spectre of a "sell-out" which haunts small Bulgaria revolves around the age-old Macedonian issue. The gist of the matter is that all Bulgarians, regardless of political colour, refuse to recognise the existence of Mace- donians as a separate nation and claim that they are people of Bulgarian stock. As Macedonia with a population of 1.2m. is one of Yugoslavia's constituent repub- lics, this attitude is regarded in Belgrade as a prelude to possible territorial claims on Yugoslavia.

Mr. Brezhnev has a personal reason for defusing the conflict which has embroiled the two neighbouring countries and their

Mr. Brezhnev, who faces a potentially explosive situation in the Balkans.

regimes in recurrent disputes: following the Soviet leader's visit to Belgrade and sub- sequently to Sofia in September 1971 relations between Yugoslavia and Bulgaria im- proved and high-level contacts multiplied. The bitter legacy of the past, however, has continued to stir deep nationalist passions. On numerous occasions, from the International Congress of Slavists in Warsaw to the recently held Plovdiv Fair, differences between Yugoslavs and Bulgarians over Macedonia's past and present have erupted in much-publicised clashes.

It must be said that during the past two years the Bulgarian leadership, no doubt under Soviet prodding, has behaved with great moderation. But the Yugoslavs are clearly determined to reap tangible dividends from the rapprochement with Moscow. They can no longer accuse Bulgaria of putting forward territorial claims against Yugo- slav Macedonia. Yugoslavia is now pressing for the recognition of the "Macedonian nation" and is also raising the question of the rights of a Macedonian minority in Bulgaria. At issue is the status of some 200,000 inhabitants of Pirin Macedonia in Bulgaria who since 1965 are no longer separately classified as "Macedonians" in Bulgarian census figures.

Nova Makedonija, the Skopje daily, recently stated: "Members of our nation in Bulgaria are a reality which must not be ignored . . . the recognition of their rights is the only sound basis for finding a solution to all problems, including those which we have inherited from the past. The quicker, the better."

The Yugoslav pressures may well have created a difficult situation for the Bulgarian leadership which has so far done its best to support "Soviet peace policy" in the Balkans. No Bulgarian leadership can ignore national history or afford to revise traditional national claims completely. For all its loyalty to Moscow, the Bulgarian regime must take note of the powerful and deep-seated national feelings as well as of the growing resentment even within the ruling party at what is regarded as "humiliating concessions" made towards Yugoslavia.

Relations with Yugoslavia are understood to have been the major topic at a three day closed meeting of the Central committee of the Bulgarian Communist Party held from July 17 to 20, soon after Presi- dent Podgorny's visit to Sofia. There is no hard evidence to support Western speculation that the almost simultaneous purge of Mr. Angel Tsanev as Minister of Interior and candi- date member of the ruling Politburo was connected with opposition to the Soviet policy of detente with the West or specifically to Bulgarian policy vis-a-vis Yugoslavia. Neverthe- less the two top level Soviet visits to Sofia within a couple of months and the purge of the second minister of the Interior in two years indicate domestic stresses and strains which may well have been accentuated during President Todor Zhivkov's long illness last spring.

Be that as it may, the Kremlin is faced with delicate problems while pursuing a manifold policy in the Balkans. First the Soviet leadership is keenly interested in establish- ing the closest possible relations with Yugoslavia and securing a good position as a preparation for the post-Tito era. Secondly, the Soviet-Yugoslav rapproche- ment is used as a lever to isolate recalcitrant Romania.

Thirdly, the Soviets want full Bulgarian backing for their sophisticated political man- eouvres without upsetting internal stability in what has been their traditional strong- hold in that area.

The comings and goings of the three top Soviet leaders coupled with the latest flare up of the Macedonian conflict provide abundant proof that the Soviet Union must find the Balkan states as unmanageable as other great powers did in the past. These seemingly peripheral and small states remain a critical factor in the East-West balance of power. As Leo Mates, the astute Yugoslav scholar, remarked some time ago: "It is not easy to define the main element of stability or security in Europe. But it may be true that one of the weakest spots in the structure is the situations in the Balkan Peninsula."

Rumor's petrol price dilemma

BY PETER TUMIATI ROME, Sept. 19.

E QUESTION of the price of rol ahed of all the other main roleum products has become nightmare for the Italian ernment. Their prices have nained Government controlled ces since the end of the war, ich means that now the onus l the blame for increasing m would have to be carried irely by the Government.

t is a time bomb which Sig. riano Rumor's Centre-Left lition inherited in July from predecessor, Sig. Giulio dreotti's Centre-Right Govern- nt.

'he bomb is ticking away and Government knows that it not delay a decision much ger.

'he increase was about to be oduced last May by the dreotti Government, but at time Sig. Andreotti became are of his own Christian nocrat Party's intention of nissing him and replacing his ernment with a new Centre- t coalition. In the circum- nces he postponed taking a y unpopular decision and left o his successors.

'he question has become even re complicated than it was r months ago. The corner- ne of this Government's policy ts fight against inflation. It would be difficult to reconcile this struggle with a thoroughly unpopular increase in the price of petrol and of petroleum products.

Furthermore, it has become a political problem as the Left- wing parties and the trade unions claim that a price in- crease in Italy would be nothing more than a generous "gift" to the oil companies.

To back this claim they quote the high level of profits announced recently by the U.S. parent companies of some of the oil groups. A concession to the oil companies here could jeopar- dise the reasonably co-operative attitude the Government has succeeded in securing from the labour organisations and even from the Communist Party.

The Government's line until now has been that of urging the oil companies to continue supply- ing Italy, even though this, according to the oil companies, has come to entail on outright loss for them, against verbal assurances by the Government of an early review of prices.

This has been going on since the beginning of the year. Last month the Minister for Industry and Trade, Sig. Ciriaco de Mita, summoned a meeting of the chair- men of the Italian subsidiaries of the oil companies to give them this assurance. Now he has started a round of meetings with the leaders of each of the oil companies. The purpose con- tinues to be that of urging them to continue supplying Italy against promises that something will be done for them in the very near future.

According to the oil companies, even if the Government were to increase the prices of petroleum products to-morrow morning it would be too late to avoid a shortage of heating oil this win- ter. The oil companies have ignored the verbal assurances the Government has been giving them for the last 9 months and have not imported the crude required to build up the neces- sary and customary stocks of heating oil.

The gap is understood to be of about 1m. tons. It could even be double that figure if all local authorities were to insist on the conversion of all urban heat- ing plants from fuel oil—causing polluton—to gas oil.

An oil company president told me to-day, "I have no intention of becoming liable to penal proceedings by my shareholders by importing at 20 something I know I would be required to sell at 10."

OVERSEAS NEWS

From Saigon, **Stewart Dalby** reports that South Vietnam needs investment and U.S. aid to prevent living standards falling

Thieu's Achilles heel

VIETNAM is not quite at war and it is not quite at peace. In the hiatus the country's economy is coming in for some of the closest scrutiny it has probably received in over a decade.

While the U.S. involvement was great there were few fears that the economy would be allowed to collapse. Now, however, with the U.S. extrication almost complete and the U.S. Senate looking closely at the teeth of this year's aid Bill, there is concern in Vietnam about the future and a fairly widespread feeling that economic problems rather than military ones might turn out to be President Thieu's Achilles heel. "Collapse" in the South Vietnamese context means a decline in the living standards — perhaps of not too drastic proportions — of the urban proletariats thrown up by the war, and the prospect of food shortages in the countryside.

The most immediate problem facing the Government is rice, the country's staple food. Vietnamese production of milled rice this year at 3.6m. tons is expected to fall some 10 per cent. short of the people's needs.

As in the past this gap will be filled by rice purchased in the U.S. with American funds. For this year, through this so-called PL 480 aid, the U.S. has guaranteed to supply 350,000 tons.

Distribution

While this will, on paper, make up the shortfall, it still leaves the country tight around the margin, and the tightness has caused the price of the highest grades of rice to increase by over 60 per cent. this year, while the medium and low grades have risen by 51 to 53 per cent.

To try to keep prices down the Government of President Thieu is extending its control of distribution. The Government has for years run its own distribution system. It has a monopoly of all imported rice and also usually buys some rice in the country.

This grip on distribution, however, has never gone beyond controlling between 10 and 15 per cent. of all rice. What the Government now wants to do is try to account for 20 per cent. of all rice.

Orders have gone out to the province chiefs carefully to watch rice distributors. There has been a ban on inter-province rice trade, and special purchasing teams have been set up to buy rice for Saigon.

Although President Thieu has loudly declared that it is rice going over to the Communists which is causing the problem, officials in the Ministry of Economics privately admit that hoarding and speculating by distributors has brought about the price increases.

Significant

Achieving self-sufficiency and perhaps a surplus in rice is one way South Vietnam could chip into its large trade deficit which in the long run represents its most serious bottleneck.

Imports this year are expected to top $800m., a significant rise over last year's U.S. $694.9m. mostly caused by the sharply increased prices in the world of raw materials.

Exports at best will reach $60m., leaving a yawning gap of $740m. to be filled.

South Vietnam, as a result of "unofficial piastre purchases," that is the money spent by GIs and so on, in the 1960s, accumulated $500m. in reserves. Now it has only $160m.

The Ministry of Economics in Saigon is hopeful that the Japanese are going to give South Vietnam $50m. in aid this year, although they are not sure whether it will be in the form of grants or loans. There is also some suggestion that the French are going to give a $30m. soft loan. But this will not get South Vietnam off the hook. As everyone is too keenly aware, the country is dependent on the U.S. and is likely to remain so for some time to come.

The U.S. Administration has asked Congress for $475m. in economic aid including $275m. for the commodity import programme or counterpart funds. This coupled with the $125m. equivalent in PL 480 aid and the $100m. or so expected to leak through various piastre purchasing in the military aid programme, would easily see South Vietnam past the danger mark. However, the Senate Foreign Relations Committee has slashed $100m. off the total.

The growing sentiment in Congress that South Vietnam should be kept on a short leash points up the other great bottleneck in the South Vietnamese economy: the lack of investment. Having spent over $150,000m. in a decade in South Vietnam, the U.S. is still handing over a great deal of cash. In fiscal 1973 it is expected to give $1,300m. in military aid. This is supposed to be for piece for piece replacement, but much will be in order to maintain personnel support, for example the police, and other operations not permitted by the January Paris Peace agreement.

In terms of economic assistance the U.S. is giving enough aid only for balance of payments assistance and virtually no aid at all for the investment necessary to get the economy moving. If as seems likely the U.S. Congress starts eating away the aid and does not even maintain it at the current level, then almost inevitably there will have to be a drop in living standards. Imports will have to be slashed, particularly non-essential ones, and exports somehow driven up.

Inflationary

Private new net foreign investment in the past decade amounts to only $11.5m. according to the Investment Services Centre in Saigon, and it now seems clear that not very much is going to come along, at least until the war ceases. Lots of businessmen come and look but very few put down any money.

Without this investment the economy will probably continue at its current stagnant pace. President Thieu runs up huge inflationary budgets because he feels he cannot demobilise any of his army of 1m. men. Of this year's Piastres 510,000m. budget, Piastres 200,000m. will be uncovered by revenue. Something like 53 per cent. of expenditure will be on defence.

Given such a deficit it is hardly surprising that prices this year—mainly because of food price rises—have increased by 41 per cent.

Although the U.S. poured millions into South Vietnam they created very little productive capacity. Mostly they caused service industries to spring up. Now the Americans have gone these service industries have more or less evaporated. This year the GNP of South Vietnam has probably grown by around two per cent.

The message seems to be that you cannot create a capitalist type economy in the middle of a war, especially if there is a shortage of capital.

PROTESTS BANNED AT IMF MEETING

By Our Own Correspondent

NAIROBI, Sept. 19.

THE KENYA Government has banned all political demonstrations during the World Bank and IMF conference which begins next week.

Workers, students and Kanu party members had threatened to launch demonstrations against Dr. Diederichs, the South African Finance Minister in protest against the Carltonville shootings.

There was a strict security clampdown to-day at the Kenyatta Conference Centre, where the conference is being held. Mounted police manned the gates and security men scoured the buildings as a precautionary measure.

Special guards are being given to the South African, Portuguese and Israeli delegations, and other national representatives whose countries' policies are the subject of political controversy.

Vorster attack on Chief Jonathan

By Bridget Bloom, Africa Correspondent

by South Africa's Premier, Mr. John Vorster, on Chief Leabua Jonathan, Prime Minister of Lesotho, relations between South Africa and the former British protectorate appear to have reached an all-time low.

Speaking at Bloemfontein on Tuesday night, and making no effort to maintain diplomatic niceties, Dr. Vorster charged Chief Jonathan with "over-reaction" to the South African Police shooting of 11 miners at Western Deep Levels last week.

Mr. Vorster said that Chief Jonathan had "insulted South Africa" by his suggestion—made in Parliament on Monday—that Lesotho might request the UN to send a representative to the South African inquest into the deaths.

No UN representative would be allowed to enter South Africa, Mr. Vorster said, adding that Chief Jonathan "must have known that the men lost their lives, not because they were black, or because they were dissatisfied with their wages, but because they were part of a plundering mob that had murdered one Black worker, injured several others, damaged property and would probably have done worse if the police had not arrived."

Mr. Vorster's bitter attack on Chief Jonathan—once regarded as a stooge of South Africa—comes after almost two years of deteriorating relations between the two countries in which Lesotho, totally surrounded by South Africa, has become increasingly frustrated by the lack of real independence it is allowed to experience.

The message will not be lost, either, on the leaders of South Africa's homelands, who are promised eventual "independence" by the South African Government.

More forged shares found by Hong Kong exchange

HONG KONG, Sept. 19.

TRADING WAS suspended in two Hong Kong companies this afternoon following the discovery of more forged share certificates, a stock exchange official said. The two companies are Orient Overseas Container (Holdings) and Mai Hon Enterprises.

Yesterday, transactions in Lee Hing Development were suspended on the Kam Ngan and the Far East stock exchanges as a result of the discovery of forged scrip.

The market suffered some initial panic selling when the new suspensions were announced, but dealers said it was short-lived, and trading soon settled back to the routine of recent weeks.

Dealers pointed out the market could ill afford to learn of more forged share certificates, which could only undermine further investor confidence.

The Hank Seng index closed to-day at 495.84—a marginal recovery of 0.49 from last night's close and very close to the all-time low for the year of 494.45 recorded last July 11.

With the exception of a 23-point rally last Friday, the market has seen 16 days of declines ranging from 1.46 to 21.07 points.

The weakness of the Hong Kong stock markets is underlined by the performance of the newly-launched Wing On Life (Holdings) company, which went public at the beginning of the week.

The first public share offering in five months, Wing On was placed at $HK2.80 per share. It closed its first day's trading at $HK2.225 and by mid-afternoon to-day the stock was quoted at $HK1.86-$HK1.94.

The performance of Wing On Life was regarded by dealers here as critical to the overall performance of the market for the next few months. All previous new issues late last year and early this year had been heavily oversubscribed, and the "stags" had made sizeab[le] profits.

Although the market tone w[as] weak, many brokers expected t[he] institutional investors here [to] support Wing On. If only as [a] means of restoring confidence. [In] fact, the issue's performance co[n]firmed the views of t[he] pessimists.

All dealers point to the lack [of] funds available to investo[rs]. International interest rate facto[rs] and a tight domestic liquid[ity] situation have pushed the Ho[ng] Kong prime lending rate to [an] all time high of 9.75 per cent.

There is also the uncertain[ty] hanging over Hong Kon[g's] sterling reserves. Although t[he] small print in Britain's offer [of] a six months extension of t[he] guarantee has not yet produc[ed] any official Government comm[ent] here, the financial community [is] disappointed that there does [not] appear to be a clause allowi[ng] Hong Kong to diversify the [...] per cent. of its total reser[ves] which are held in sterling.

Reuter

Tanzania seeks more entry vouchers to U.K. for Asians

BY DAVID MARTIN

DAR-ES-SALAAM, Sept. 19.

BRITAIN'S Minister of State in the Foreign and Commonwealth Office, Lady Tweedsmuir, has received a formal request from the Tanzanian Government to increase the number of entry vouchers to Britain for British Asians living here.

According to reliable sources, the request was made during a meeting between Lady Tweedsmuir and Tanzania's Foreign Minister, John Malecela.

The Tanzanians feel that they have been getting an unfair proportion of the voucher allocation for the 18,000 or so British Asians living here and their request had been expected for some time.

Lady Tweedsmuir, who is on an official visit, promised that the request would be passed on to the British Government.

Although the Tanzanians have generally followed a much more moderate policy towards Asians certainly than that of Uganda, or even Kenya, the situation has been somewhat aggravated by changes last year in the immigration laws under which all non-citizens have had to re-apply for work permits.

An unknown number, largely Asians, have been refused permits to carry on in semi-skilled jobs such as building site foremen. Almost 12 years after independence the Tanzanians, with only about 2 per cent. of the population in salaried employment, felt these jobs could be adequately replaced by citizens.

However, in law, anyone refused a work permit or a renewal must leave within 30 days and with an 18-month waiting list at the British High Commission here, this has clearly been impossible. Some have been brought to court, fined a nominal sum and given a further 30 days to get out. When they do not, they face preventive detention until their voucher is granted. To this the British argue that they could go to India or Pakistan and wait their turn, but often the Asians, as British citizens, see no reason why they should be required to do so.

Just how tough the Tanzanians will be in seeking a fair share of the voucher hand-out remains to be seen. But certainly to-night Lady Tweedsmuir indicated that she anyway wanted to do all she could to improve relations between Whitehall and Dar es Salaam.

These have been dogged by a series of crises starting in 1965 when Tanzania and eight other African states broke relations over Britain's failure to quell the Rhodesian unilateral declaration of independence.

More recently, Tanzanian fears of British arms sales to South Africa over and above the Simonstown agreement led President Julius Nyerere to refuse to accept British aid until the issue was clarified, w[hile] there have also been disagr[ee]ments over Tanzanian nation[ali]sation of British property.

After to-day's meeting with [Mr.] Malecela, the British Minis[ter] was clearly optimistic t[hat] relations would improve [...] with applications already pil[ing] up at the British consulate h[ere] for scholarships, technical as[sist]ance is the probable start[ing] point.

Sources say she received as[sur]ances from Mr. Malecela ab[out] compensation for British la[nd]lords whose properties have b[een] seized under the Acquisition [of] Buildings Act over two years [ago] and also on the point of cons[ular] access to British citizens arre[sted] here, which has caused difficul[ties] in the past.

Bridget Bloom writes: Si[nce] Uganda expelled its 40,000 As[ians] just over a year ago, the 3[...] vouchers granted by Britain [to] heads of families have b[een] divided between Kenya, Tanz[ania] and those other East Afr[ican] states in which Asian citi[zens] reside. The British Governm[ent] refuses to say how many [are] granted to each country, [but] certainly Kenya gets the li[on's] share. It seems highly unli[kely] that the overall total will [be] increased. Some administra[tive] re-divisions is always poss[ible] but there was no comment [in] Whitehall last night on [the] probability of such a step.

Arabs welcome Jordan amnest[y]

BY IHSAN HIJAZI

BEIRUT, Sept. 19

THERE HAS BEEN a general Arab welcome of King Hussein's decision to issue an amnesty for commando detainees in Jordan, despite the reservation shown by the Palestinian information media.

Aside from a brief comment last night by the Palestinian news agency, WAFA, the commando reaction was generally muted. WAFA said the move by King Hussein "will not fool us," and described Jordan as a big prison.

On the other hand, the pro-commando daily Al Moharrer here said one could not but welcome the amnesty. The independent paper Al Nahar saw significance in the fact the amnesty came in September, calling this month "White September" compared to the "Black September" of 1970 when the Jordanian army suppressed the guerillas. The paper said King Hussein has recovered the sympathy he had lost in the past three years.

The Syrian media, which had in the past ignored Jordanian news, gave the amnesty wide coverage, with the Syrian news agency reporting that release of the prisoners began to-day. Both the Syrian and Egyptian media gave credit for the amnesty to the summit conference in Cairo last week by King Hussein, President Assad and President Sadat.

At the same time, there has been speculation in the Press here of new restrictions by the Syrian authorities against the guerillas, especially Fatah. This followed the closure last Friday of Fatah's radio station at Deraa in Southern Syria.

According to these reports, which originated in the Kuwaiti daily Al Siyasah, the Syrian military authorities have asked the commandos in general and Fatah in particular to rem[ove] their bases lying on the high[way] inside Syria connecting Dam[as]cus with Beirut, and have a[lso] closed down the "Arafat trail."

There has been on official c[on]firmation of these reports eit[her] from Syria or the command[os]. Informed sources said if t[he] news is true it constitutes [a] serious development for [the] commandos, especially where t[he] Arafat trail is concerned.

This is the route the co[m]mandos in Lebanon use [for] bringing in supplies from Sy[ria] including arms, ammunition a[nd] personnel. If the trail is clos[ed] the commando "umbilical cor[d]" in Lebanon would be cut, t[he] sources said. Observers belie[ve] it unlikely the Syrians would [do] this, but the possibility remai[ns] of the Syrians being stricter w[ith] Fatah in the movement [of] supplies back and forth betwe[en] Lebanon and Syria.

Right-wing challenge to Smith

BY TONY HAWKINS

SALISBURY, Sept. 19.

THE ANNUAL Congress of the ruling Rhodesian Front opens here to-morrow with growing evidence of grass roots pressure on the Smith Government for a tougher right-wing line on race issues.

The attitude of the delegates is likely to be spelt out in a public speech by Mr. Des Frost, the Party Chairman, who is thought likely to adopt a hard-line attitude and argue that the Government should write off the pursuit of an Anglo-Rhodesian settlement.

After the Chairman's speech the congress will be held behind closed doors for the second successive year until Friday afternoon's public address by Prime Minister Ian Smith. The Prime Minister is thought likely to urge delegates to leave the settlement door open while still warning that he sees few prospects for any agreement with Britain at this stage.

The debates behind closed doors will cover a wide range of issues including one call that there be no further talks with the British Government. The 1973 Congress may well be the final one before Mr. Smith calls a general election, due in April 1975 at the latest.

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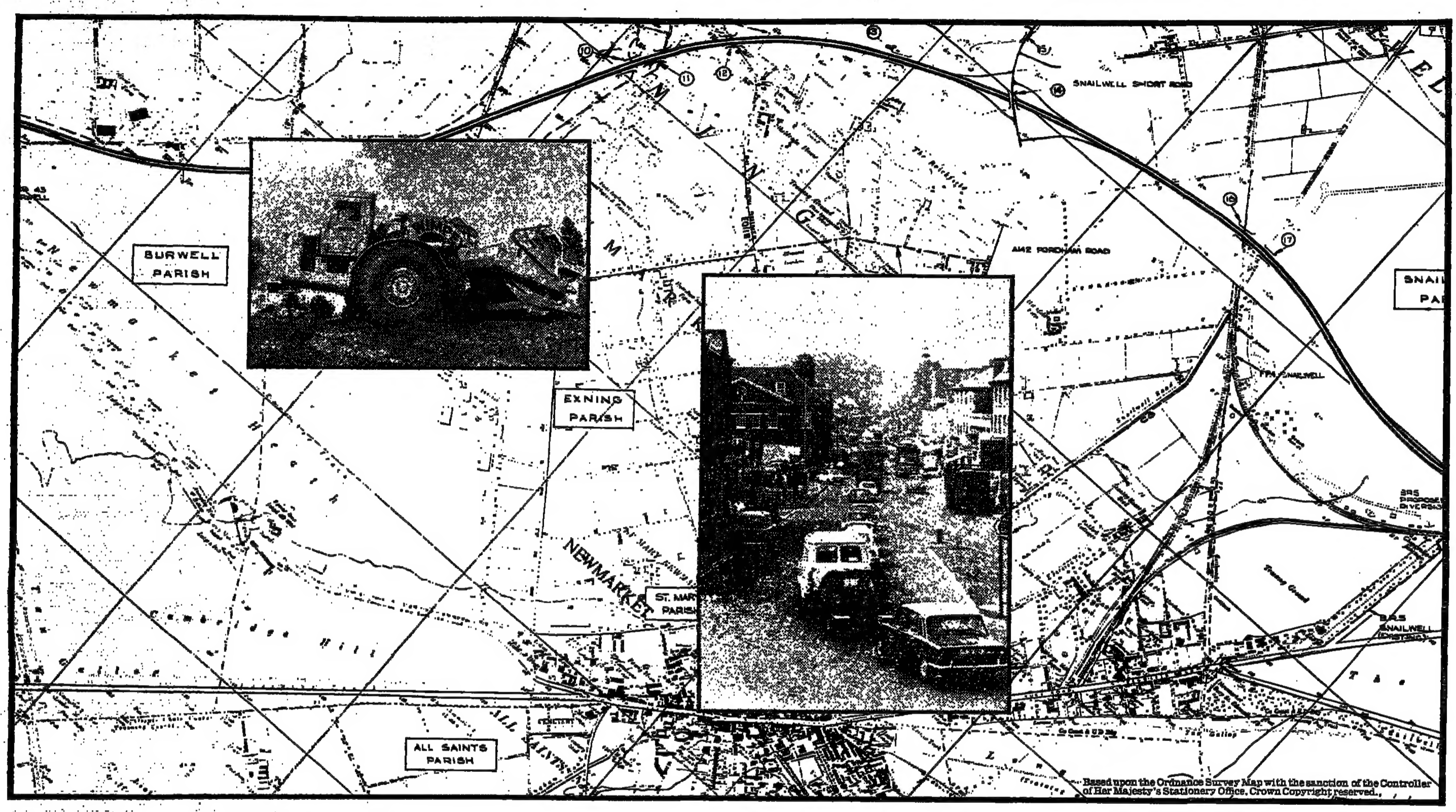

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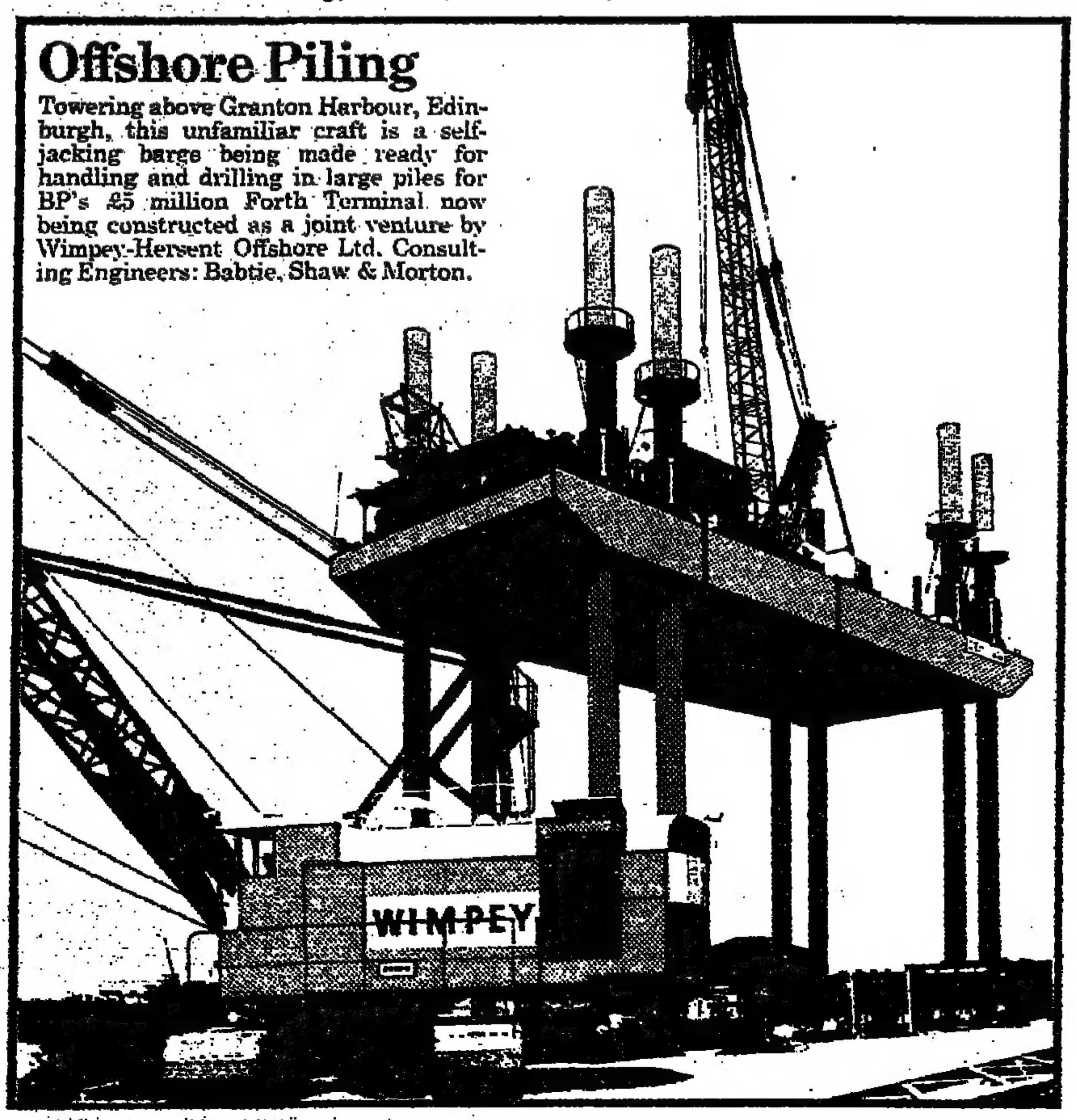
NEWMARKET BYPASS Regular users of the A11 and A45 trunk roads know only too well the congestion and delays in the High Street, Newmarket – a town long associated with the Sport of Kings. By the end of 1974 a 15-mile bypass will take most of the heavy traffic away from the town, to the benefit of travellers, inhabitants and racegoers alike. Wimpey are constructing this £9½ million dual-carriageway highway for the Eastern Road Construction Unit of the Department of the Environment. Director: F. J. S. Best, C.Eng, FICE, MIMun.E, FInst.HE. Chief Engineer: Bedford Sub-Unit: James Mitchell C.Eng, MICE, MIMun.E, MIHE.

Offshore Piling

Towering above Granton Harbour, Edinburgh, this unfamiliar craft is a self-jacking barge being made ready for handling and drilling in large piles for BP's £5 million Forth Terminal now being constructed as a joint venture by Wimpey-Hersent Offshore Ltd. Consulting Engineers: Babtie, Shaw & Morton.



'At Home' in the hospital

Residential accommodation for some 300 staff at the new Freeman Road Hospital are to be built for the Newcastle Regional Hospital Board, using the No-Fines concrete technique. The scheme includes childrens' play areas and landscaping and will be carried out by Wimpey Newcastle.

WIMPEY

The Technical Page

EDITED BY ARTHUR BENNETT AND TED SCHOETERS

● AUTOMATION

Intelligent robot in Japan

THE PRACTICAL application of an intelligent robot for industrial use employing pattern recognition and a hand-eye system has been announced by Hitachi of Tokyo.

It consists of a TV camera and a visual image processing device which correspond to the human eye, tactile sensors and a servo type handling device which correspond to the human arm and hand, and control devices which correspond to the human brain. The system works as a human being would in that it looks at the object to be worked upon, identifies and/or classifies it, decides actions to be carried out, and then carries out those actions.

Apparently Nippon Concrete Industries are already using the system for tightening bolts on the moulds for concrete poles partly because the hand tools used to do the job manually were objectionable to the workforce.

Such automation, apparently welcomed by the workforce involved, had previously been considered very difficult because there are many kinds of moulds, the bolt positions on them varied and there were also other, variable, protruding objects such as strengthening ribs.

The Hitachi robot takes the variants in its stride. The camera scans the moulds as they pass to determine the position of the bolts and other protruberances, and after confirmation by the tactile sensors, the servo handling device tightens the bolts with an impact wrench. Protruding objects are avoided. Apart from saving labour—something that one might have imagined the Japanese were not too concerned about—the robot produces a consistent product more efficiently, and the life of the product is increased.

The interesting point is that Hitachi expects the system to "find a wide field of application in other industrial fields such as assembly and inspection processes."

For instance, the company claims that through the application of tactile and visual technology, existing production lines can be automated with very little upheaval. Furthermore, all the necessary data processing takes place within the system itself, no external computers being needed.

Ambient light, vibration, heat or humidity do not affect operations. In addition, the visual device can differentiate between complicated shapes, and can also pick up the shape of high-speed objects and determine their positions with high resolution.

No further detailed information has been provided by Hitachi and the costing of such systems is also not defined by them. However, as electronic-based equipment costs tend to fall—particularly where plenty of "brain" is involved, and as wage rates tend to do the opposite, it seems almost inevitable that this sort of system is going to find its way more and more into common or garden assembly operations on the shop floor.

"Automation" as a subject has been in somewhat low profile for the last few years: sociologically the implications are difficult to face. And in any case it has very often turned out to be cheaper and more satisfactory to employ people to do the work. But the fact remains that the decreasing relative cost of detecting, computing and controlling hardware is going to make Hitachi's type of machine much more attractive in small industrial operations rather than, at the moment, in very large throughput plants.

Exactly how ordinary work-people will be employed in manufacturing industry in, say, 20 years' time provides food for thought, if indeed they will be so employed at all.

Further information from Hitachi, New Marunouchi Bldg, No. 5-1, 1-chome, Marunouchi Chiyoda-ku, Tokyo 100, Japan.

GEOFFREY CHARLISH

● POLLUTION

Gases burn without smoke

BRITISH PETROLEUM has developed a new industrial flare to dispose of waste gases without smoke.

Called the Indair flare, the system can be used in oil and gas-producing fields, both on and off-shore, and in refineries and petro-chemical plants.

It has already been proven on Das Island in the Middle East, in Kuwait, Iran, Nigeria, and off-shore Gabon, while potential markets include North and South America and the Soviet Union.

GKN Birwelco of Birmingham is handling world-wide marketing of Indair flares which are manufactured under licence from BP by Craufurd Flares International, London.

The company will also be responsible for customer advisory services, contract control, after sales service and the supply of ancillary equipment.

The need for efficient flaring facilities at production centres will not decrease as better use is made of the gas associated with crude oil. In an emergency it is still essential to be able to vent gases as a safety measure. The Indair flare enables total combustion of all types of petroleum gases and ensures that when they contain sulphur, no highly toxic hydrogen sulphide is given off.

A single unit, only 6 ft in diameter, can burn off up to 100 tons of waste gas per hour and radiation levels from the flames are claimed to be lower than those given by conventional flares.

BP is developing modified forms of the Indair burner—such as a horizontal model or one using low-pressure waste steam—to meet flaring demands in major industrial situations.

JOHN DARLINGTON

● ELECTRONICS

Measures wave guide power

A SERIES of variable and fixed tuned thermistor heads for measuring the mean power output of millimetric wave guides has been introduced by EMI-Varian, Blyth Road, Hayes, Middlesex.

These high-efficiency devices consist of a wave-guide mount containing a tunable short circuit and a plug-in wave-guide wafer in which the thermistor is mounted. They help to reduce the need for complex and costly equipment which would otherwise be necessary to measure the RF power output of a given microwave system.

Covering the frequency range 20-110 GHz in six ranges, the heads offer an instantaneous band width of 10 per cent. of the nominal frequency in the tunable versions. This is also the typical band width of the fixed tuned version.

Power handling of all units in the series is typically 14MW at 200 ohms resistance, with 2.3 to 1 v.s.w.r. The units also offer a high degree of stability and have demonstrated this, in operation for a period of greater than two years.

The thermistor heads are self-heating from RF power. At room temperature their resistance falls by approximately 4 per cent. for every degree Centigrade increase in temperature.

● SERVICES

Two views of bureau work

SERVICE companies, even those which have developed in identical ways as in-house organisations which have spare machine time and expertise to offer outside, can differ radically in the way they exploit their capabilities. Cases in point are the bureau operation of Tesco and that of Comprehensive Computer Services which is just installing a much larger Honeywell 2050 to take over from two earlier Honeywell machines.

One could describe the service offered at Tesco, Cheshunt, as "raw time." But this would hardly cover the case, even though no processing routines or data preparation facilities are available.

According to Mr. D. G. Harris, director, the main object is to optimise machine time and, although this might seem like turning away work, the bureau will not accept jobs unless the management is pretty sure it can be completed on time. "The basis on which we work is that the service we provide outside will be no less than that which we provide for our own company."

Tesco has had long experience of ICL 1900's and of operating such equipment on line. Its two large 1904A units with discs, tapes, document readers and telecommunications units ensure that resident staff have a wide knowledge of a variety of software and while they are not working to solve other people's programming problems, they can give expert software advice.

Tesco's computer management decided to provide this type of service after considering that a lot of users just run out of time on their own equipment and all they want to do is to bring along their tapes and discs, run their routines and away. Others already using bureaux could find a service simply offering the facility to run work to turn out cheaper. Finally, there is the case of the user doing development work for which there is no time on the in-house computer. In this case, the company is making available an area for software development close to the computer and ensuring that in most cases there will be time for one or two re-runs to verify that a correction is effective.

Close on £½m. is being spent by Comprehensive Computer Services which takes delivery of the H-2050 in Cleckheaton next month.

CCS is a wholly-owned subsidiary of BBA Group whose major subsidiaries include Mintex and Scandura, makers of asbestos textiles.

The new machine will take over from the 1200 running a bureau service to six group companies in the area as well as outside companies and from a 125 at A. E. Marston, Liverpool, another bureau taken over by CCS in 1969.

The work is about 50-50 in-house and for outside clients, most of these being in the West Riding and the North West.

CCS offers these a comprehensive service with data preparation facilities, payroll, accounting, stock control and production control routines tailored to their needs.

The new machine will undoubtedly help to speed this work with its 98K of main memory, 105m. characters of disc storage and five tape units. It is being built at Newhouse, Lanarkshire.

Weighing machine metrication

W. AND T. AVERY has produced a publication to review the current situation in the metrication of industrial weighing equipment.

"Metrication and the weighing machine—a case for action," uses questions and answers to describe the progress in metricating industry's 400,000 weighing machines and systems.

The general picture is not satisfactory. Through factors beyond the control of the weighing industry, less than 20 per cent. of these industrial scales had been metricated by the beginning of 1973. The time available for completion is now little more than two years.

Illustrations include a comparison of the spread of scales across different sectors, and a graph showing progress to date and work load in the future. Copies can be obtained from the company at Smethwick, Warley, Worcs.

● TRANSPORT

Paris-Rouen hovertrain studies

BY THE middle of next month the "I.80." high-speed inter-city version of the French hovertrain, is expected to begin a new series of trial runs on the 11-mile track near Orléans.

Aim of the programme is to prove the new jet-propulsion system both as to its speed capabilities in the 350/400 kph range and as to noise requirements. Cruising speed for the I.80 will be 350 kph and at this rate the perceived noise at 60 metres is expected to be 88 dBA, or very considerably less than from a standard electric train at top speed.

The programme will last between four and six months and among the other points to be studied are vehicle behaviour at high speeds—it has proved entirely satisfactory at up to and over 300 kph—and braking by reversing the thrust from the jet.

Meanwhile, apart from the study of the extension of the Orléans test track to Paris, Sté de l'Aérotrain also has received a contract from the French State Railways—to look at the possibilities of linking Paris and Rouen by means of the overhead track hovertrain system. This has already been adopted by the U.S. Federal Department of Transportation which has a contract with the Aerotrain Systems Incorporated (U.S. affiliate of Rohr Industries and Aerotrain) to test a 60-seater prototype with linear motor propulsion at the Pueblo (Colorado) centre. This vehicle has been built and delivered.

At the Gometz centre, where the programme began in 1965, a test track is being modified to prove some of the equipment required for the Cergy-Pontoise link which will have a peak capacity of 20,000 passengers/hour running at one train every 90 seconds. This is a £40m. programme.

The vehicles will be propelled by linear motors and the air cushion produced by electric fans. Meanwhile, a development of this idea to meet urban transport needs at much lower speeds, applying low-consumption air cushions for support, is being studied on an experimental line with curves as sharp as 20 metres radius and gradients up to 15 per cent. It has been called the "Tridim" project.

The inter-city high-speed project to date has cost the French Ministry of Transport about £900,000 for development and experimental work, while the State Railways have provided £200,000 for testing the vehicle.

Altogether, Aérotrain estimates its own expenditure at £4m.—including work on the suburban and urban versions of the train. Some £8m. of Government loans, grants, development contracts and track costs should be added to gain an approximation of what the French effort has required.

The next phase of development will take place when the decision is made in 1974 on a fast link between Orly and Roissy airports. It will be a significant test of existing and new technologies and also will be a privately financed project.

● STORAGE

Controlling a large warehouse

CONTRACT work for the f tional specification of the e puter-based control system Lever Brothers' new wareh at Port Sunlight has just b completed by Vaughan Progr ming Services.

The warehouse is a mixed and high-bay system invol fork trucks and stacker cr and it is to be run by a f integrity computer sys based on dual small compu with disc stores. These control insertion and extrac of stock by product type, quan and location. The system optimises equipment utilisa and is designed to cope equipment failure.

This is the latest of a nu of functional specification various automation and co applications to be prepared Vaughan. The specificatio written under contract to purchaser, and details functional performance in t which he can readily unders and hence approve; at the time it is sufficiently ex to be unambiguously interp by a software supplier.

This has two advantages. purchaser may reasonably e to negotiate a fixed price fo software, and he has a docu tary basis for control of project and acceptance of system.

The functional specificatio this warehouse was draw before an equipment sup was chosen.

It was thus machine-ind dent—an important contrib to a "best buy" situation. Vaughan's third warehouse s fication.

The company operates Riverside House, Amwell Ware, Hertfordshire.

● COMPUTERS

Network develops quickly

THE POST OFFICE Experimental Packet Switched System EPSS continues to develop. In a presentation to the NATO Advanced Institute on Computer Communications Networks held at Sussex University last week, the Post Office indicated that it is to introduce 4.8kbps working and a 4.8kbps modem.

Neither is currently available for use over PO circuits at the present time, whether PSN or leased indications have been given in the past that the service could be started in the future. This provision will fill a great speed gap which was apparent in the proposals, that between 2.4kbps and 48kbps.

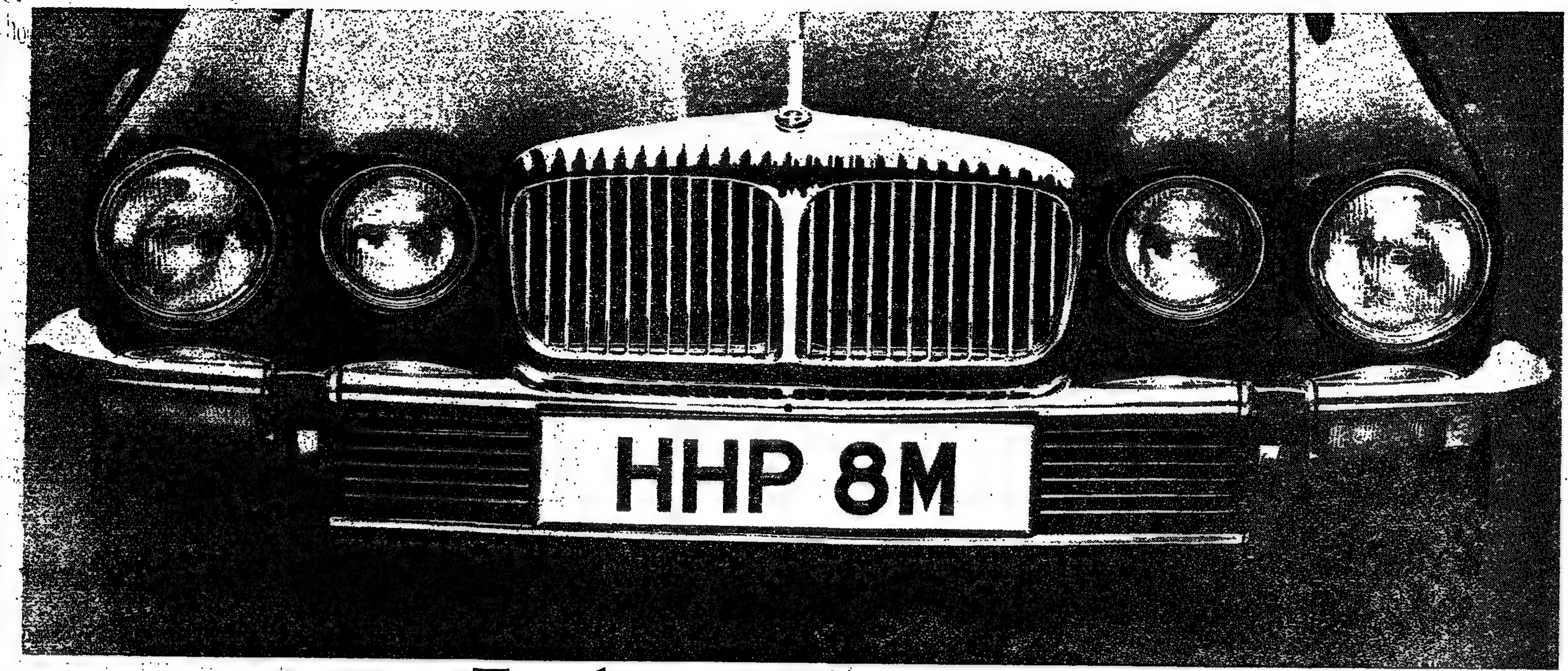
It will allow the PO to provide a range of homogeneous speeds across all its data transmission services in the middle range of the transmission band. The PO will remain the only PTT in Europe to work at these speeds, and the development runs counter to the proposals made by the New Data Networks working party of CCITT, which proposed a jump from 2.4kbps to 9.6kbps.

Indications are that the PO decision is a result of market reactions and that it has decided that the growth in data communications is going to be extensive. An indication of this was the statement that the data communications department now employs 60 staff actively concerned with marketing.

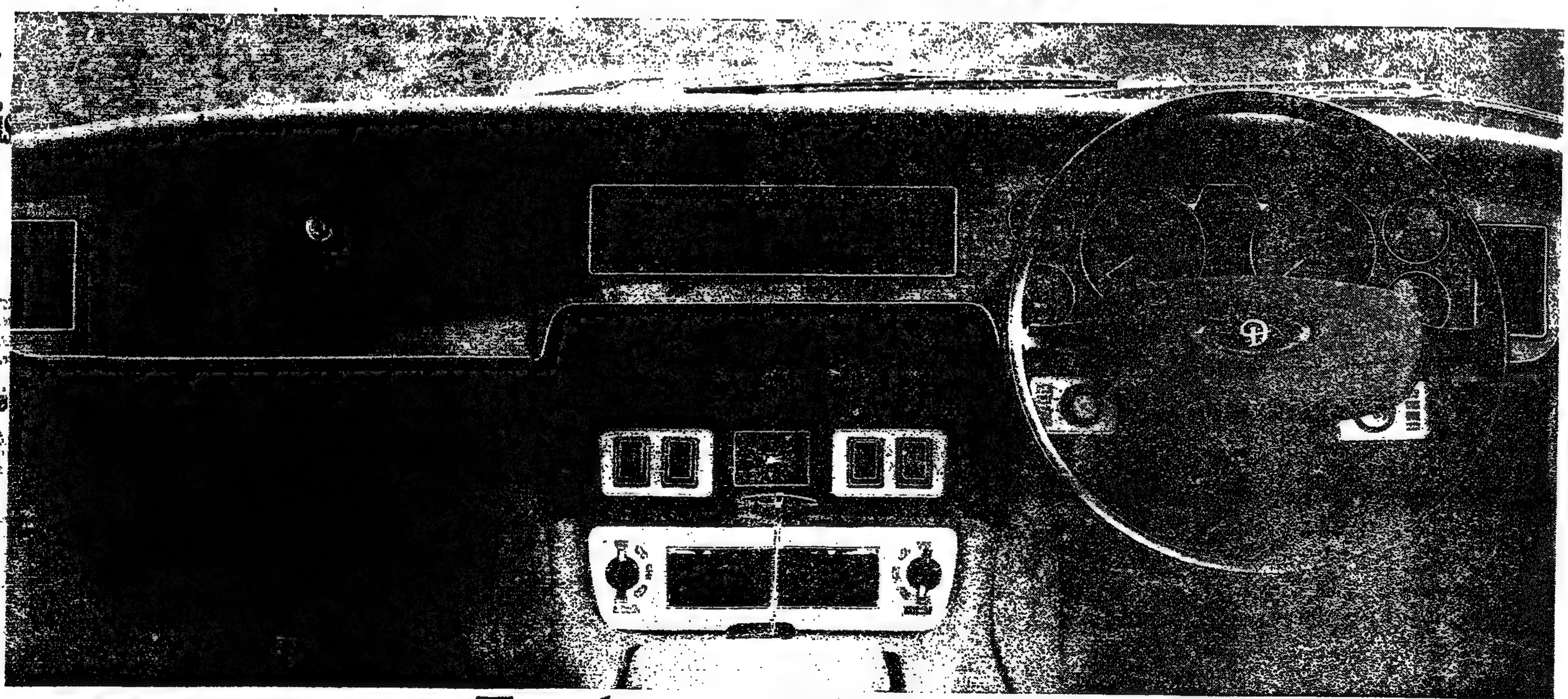
EPSS marketing seems to be getting more sophisticated. Close observers say that the system may well be used to target on to some of the large-scale private networks which currently lease PO circuits. The calculation seems to be that the PO return would in fact be higher, in many cases, if it were to offer packet switched facilities.

To get large users to switch over will not be easy and depends on a demonstration that the service will show user savings. The PO needs one large user for such a demonstration and marketing men have indicated that they are having negotiations with an unnamed reservation system—which might well be the user they are looking for.

The new face of Daimler.



For those on the outside.



For those on the inside.

We are proud to announce six new models. The Series Two versions of the already classic Daimler Sovereign and Double-Six range of cars.

Four of these new models are refinements to the Sovereign — the Sovereign LWB, the Double-Six LWB and the Double-Six Vanden Plas.

To add to this much-acclaimed range, we are also proud to introduce two completely new models.

The Sovereign Two-Door and the Double-Six Two-Door.

These elegant additions have especially wide doors to give access to four comfortable seats.

On the outside of each of the six new Daimler models, you'll notice a shallower and even more distinctive version of the famous fluted radiator grille.

On the inside, you'll find many refinements like centrally controlled door locking.

There is an advanced system of heating and ventilation. Completely new air-conditioning with climatic control is standard on Double-Six Two-Door and Vanden Plas models, and optional on others.

All models feature a new facia, instrument and control layout. Dials are clearly visible through the two-spoke steering wheel and driver controls are within easy reach.

There are many added safety features, one example being protection against side impact.

There is even greater comfort than before including new noise-reducing insulation.

All in all, the new face of the Daimler Series Two can only mean a car that has moved a little nearer to perfection.

Whichever way you look at it.

BRITISH LEYLAND **Daimler**

Daimler Cars, British Leyland UK Limited.

Labour calls for power to stop industrial polluters

BY PHILIP RAWSTORNE

THE NEXT Labour Government should take powers to close factories which persistently pollute the environment, a Labour study group recommends in a "green paper" published yesterday.

Urging a tough "polluters must pay" policy, the group says that increased fines will not be enough to curb industrial nuisance. "No polluter should be allowed to buy himself out of his guilt by paying fines—which he will add to the price of his goods."

Industrialists must pay for the statutory installation of improved machinery to eliminate noxious waste and that, in the last resort, the Government should close works that continue to cause pollution.

Tax cushion

"Because this involves jobs, the trade unions will become even more concerned about environmental standards," the Green Paper states. Labour's fiscal policies should be used to cushion any increase in prices that would result from the more stringent controls.

The group, under Mrs. Lena Jeger, MP for Holborn and St. Pancras, argues that improvements in the environment will only be possible if the issues are recognised as basic political questions. The danger was that modish concern "may seem to take the place of hard thinking and tough politics."

Mrs. Jeger, at a Press conference yesterday pointed out that unless firm political decisions were taken, "we shall never get a sensible policy to safeguard the environment."

The group recommends that the next Labour Government should introduce "clean-up" programmes based on a stringent statutory code of practice to govern the disposal of toxic waste and pesticides.

Local authorities, which should also be subject to national regulations controlling their waste disposal, should be made to use their penal powers more effectively.

Fiscal policies should be introduced to encourage industrial re-cycling and to discourage wasteful packaging and built-in obsolescence—for example by a graded motor tax that would reduce the demand for new cars as car-owners paid less tax for each successive year of a car's life.

The group urges further restrictions on the use of private cars in cities and towns and tighter control of engine noise and exhaust pollution. "All noise, whatever its source, must be steadily reduced by firm law and strict enforcement," says the report.

'Poisoned cake'

Apart from more effective preventative measures, the next Labour Government must take direct responsibility for the clearing of past pollution. The reclamation of derelict land must be speeded up, and more Government money spent on the national parks and recreational areas in towns and cities.

No Labour Government could support the outcry against economic growth, the paper concludes. But it should ensure that the benefits are fairly distributed and not offset by more pollution. It was no use arguing about how the cake should be divided if it was poisoned.

The Politics of Environment. Labour Party, Transport House, Smith Square, S.W.1, 30p.

GLC rejects plans to redevelop Oval

BY PETER RIDDELL, PROPERTY CORRESPONDENT

GREATER LONDON COUNCIL has rejected plans to redevelop the Oval cricket ground in Kennington, South London, at a cost of more than £11m. to provide offices, flats and improved cricketing facilities.

The Labour-controlled GLC's planning committee has supported the views of its South Area Board and Lambeth Borough Council that the application would involve too much additional building on the site and, in particular, that a 290-feet office block proposed would be entirely out of character with the surrounding area.

Richard Costain, the construction group submitted the application, and proposed 205,000 square feet of offices, to be used as the new Costain headquarters, 150 flats likely to be taken over by Lambeth council, shops, a restaurant and parking for 495 cars.

In addition it was proposed that the seating on the cricket ground should be increased and that there should be a new pavilion and indoor nets for Surrey County Cricket Club, although the playing area would be reduced from about 5.5 acres to 3.6 acres.

The GLC decision illustrates the policy outlined in its recent strategy document which called for tight restrictions on office development in central London, especially in relation to tall or bulky buildings.

Alternatives

In the GLC view the proposed scheme was not the right one for the site, and it is now suggesting to the cricket club and Lambeth council that talks should be held on alternative possibilities.

Richard Costain also intends to have talks with Lambeth council and the cricket club to discuss possible modifications to its plans.

GOLF — BY BEN WRIGHT

Our Ryder Cup men shape well in practice

MUIRFIELD IS ready for the Ryder Cup. The fairways are just firm enough, the greens are just soft enough and the weather has so far been kind enough to give the 24 men contesting the 20th such occasion a long, hard look at the course that will undoubtedly be tormenting them before the week is out.

It is arguable, though there could never be unanimity on a subject of this sort, that Muirfield is the perfect venue for a big golfing occasion in this country.

The course is never less than magnificent, and the geography of the place allows the spectators to generate an atmosphere that is simply impossible at other more limited courses like Troon or St. Andrews.

It is this latter factor that could just begin to swing things Great Britain's way if the match gets tight at the end. Scotland has never held a Ryder Cup match before and their enthusiasm for this one could make a significant difference if only the home team can make a good enough start.

They have already practised well. Christy O'Connor got in what might yet prove to be a shrewd psychological blow when, after hitting his first tee-shot deep into the rough, he actually got round in 61: that is not only ten under par, it is also almost impossible. The course record is 66, set up last year in the Open Championship, and although O'Connor, predictably, said that it was the right score at the wrong time, it could not only depress the Americans but also uplift the British.

Brian Huggett got round in 65, Tony Jacklin in a comparatively miserable four under par 67 and Maurice Bembridge was out in 30. In fact Bembridge and Eddie Polland were playing Bernard Gallacher and Brian Barnes for £1 which the Scots, realising the hopelessness of their position, paid up on the 8th tee.

Bembridge and Polland had a better ball of 59, which, had they been playing O'Connor and Neil Coles, would have led to a hard match. Had they been playing any of the American partnerships it would probably have led to a win by 7 and 6.

The British captain, Bernard Hunt, is in the happy position of having at least three-quarters of his team playing extremely good golf — and in the happier position of seeing them all in good heart.

For the first foursomes which start this morning, Hunt has stuck mainly to tried and chosen partnerships. He has paired the Scots Gallacher and Barnes in the top match and they have drawn Lee Trevino and Billy Casper.

This is a shrewd move by Hunt who is obviously gambling on Scottish patriotism to give the opening pair that extra uplift.

O'Connor and Coles have played countless times together for England and Hunt has slipped them in the second match against Tom Weiskopf and J. C. Snead.

Hunt has also placed what is probably his strongest pair, Jacklin and Peter Oosterhuis down the list. He is obviously looking for a certain point from these two and he has been rewarded by seeing them draw what is probably the weakest of the American partnerships in Lou Graham and Chi Chi Rodrigues.

The final foursome is in the nature of an all-or-nothing attempt by Hunt. He has paired Bembridge and Polland—and found that Jackie Burke has put Jack Nicklaus and Arnold Palmer at the end of his order. Over 18 holes any professional can beat any other, but if Nicklaus and Palmer go down it will be one of the major surprises of the year.

It is, of course, imperative that we get off to the kind of start that leaves us with some sort of chance once the final singles series on Saturday afternoon starts. That is the sort of contest that the Americans really understand and it is there that we can expect our hardest challenge.

Weiskopf, British Open champion, winner of over $300,000 and a man who has taken six tournaments this year has shown the kind of refo[rma]tion in temperament that transformed him from a lose[r into] a winner in every sense of th[ose] overworked words and this sh[ould] make him a formidable m[atch] player.

Nicklaus always has [been] formidable, with his tremen[dous] desire to win on every go[lfing] occasion, and Palmer's flair [for] this form of combat is not [only] a legend in words, it can [be] proven on paper. Out o[f ...] matches he has won 20, ha[lved] two and lost only five. The [...] surprise in that, perhaps, [is] the halved matches. One s[ome]how doesn't expect a half [from] Palmer.

Nor does one expect a ha[lved] Ryder Cup match, as happ[ened] at Royal Birkdale in 1969 [...] it is as near a certainty as [any]thing is in sport that there [will] be a clear-cut result at Muir[field].

The patriots, of whom t[here] are a good many around, [point to] the revival of British golf [in] the last five years, the [...] Ryder Cup results in the [last] two matches, and the fact [that] we have players of the ca[libre] of Oosterhuis and Jacklin [as] reason for promoting [Great] Britain and Ireland's chance[s].

The realists, including t[hose] who have to put their m[oney] where their mouths are, [the] bookies, see the strength o[f the] top Americans, the experi[ence] of those lower in the order [and] the overall hardness of t[he] the best of the competito[rs in] golf's First Division. They [make] them 4-1 on and while t[his] may be difficult odds to swa[llow] I fear they may be right.

CBI backs move towards inflation accounting

BY MICHAEL BLANDEN

THE CONFEDERATION of British Industry has given its "whole-hearted support" to the principle that companies should make adjustments for inflation in their published figures.

This was announced yesterday after the council had considered the final report of the special CBI committee under Sir David Barran set up to examine the issue.

The council also considered the final report of the Watkinson Committee on company affairs, concerned with broad issues of the responsibilities and activities of company directors. The report is to be published next Monday along with a report on employee participation.

Concerned

Commenting on the Government's plans to set up its own independent committee of inquiry into inflation accounting, with much wider terms of reference than the Barran Committee, the CBI Council said it was "particularly concerned that the new inquiry should not be used as an excuse to delay action on a subject of vital importance."

The Barran report gives full support to the inflation accounting proposals put forward in January by the Accounting Standards Steering Committee (ASSC).

The committee says its work in the six months since it published its interim report last February "has only strengthened its opinion that financial statements should be adjusted to take account of inflation and that the proposals of the ASSC should be supported."

The proposed rule, it argues, should be applied not only to all quoted companies but also to State corporations, possibly requiring new legislation.

The committee also urges the Government to examine the implications of the move for taxation. It points out that the effect of inflation adjustment on profits would show in many cases how large a proportion of true profit was being taken by tax. "It is imperative," the committee states, "that the Government should be persuaded at an early stage to relate tax assessments to these figures."

The committee suggests that a realistic starting date for inflation accounting in all companies would be the beginning of 1975.

It also draws attention to possible problems in Europe, if the U.K. adopts inflation accounting ahead of the other members of the Community.

Strong support for the introduction of inflation accounting and for the ASSC proposals as a first step was encountered in the City—though the committee finds difficulties in the Stock Exchange view that adjustments should be included in preliminary and interim statements of results as well as the full report and accounts.

European miners want coal's role to be re-assessed

BY HAROLD BOLTER, INDUSTRIAL CORRESPONDENT

EUROPE'S MINERS, including the National Union of Mineworkers in the U.K., are calling on the European Commission to make a major reassessment of the role and value of coal in energy supply.

The call is made in a report released yesterday by the central organisation of mineworkers unions in the European Community, the first such document to be endorsed by a British trade union.

Common policy

According to the organisation the growing imbalance of supply and demand in the world's energy markets is a source of danger for the growth and improvement of Community economic and social conditions.

It argues that the principle of providing national economies with the cheapest fuels was a political miscalculation and that the issue of security of supply must be emphasised now.

The unions want the European institutions and national governments to increase their efforts towards a common energy policy. The report says this is essential if sufficient energy is to be available to develop economic activities.

The energy supply situation in the Community, which depends on imports of about 60 per cent. overall, and 95 per cent. in the case of crude oil, "is particularly subject to risks and upheavals in the world market," the unions argue.

In addition, they maintain, the conversion of oil into a sellers' market has contributed to further tensions which could interrupt deliveries.

They claim that in considering whether a particular fuel supply is expensive regard should not be paid to the respective cheapest price of the day. Any assessment should be made on the basis of prices which cover the cost of producing the fuel in the long term and which enable the industry to carry out necessary capital expenditure.

Nuclear doubts

There are still unsolved dangers, the unions insist, inherent in nuclear power stations and natural gas deposits are limited.

They want short-term measures to be taken to prevent a further contraction of the European coal industry and to guarantee a period of long-term stability.

In particular they are calling for quota restrictions to be placed on coal imports from third countries and for these imports to be halted altogether in the long run.

They also say subsidies on the production of coking coal needed in the steel industry should be continued; efforts to be made to guarantee the use of coal in power stations, if necessary supported by legislation; and Government help on investment.

BR hopes for Peyton backing on investments

By Ray Dafter

BRITISH RAIL is hoping to hear next month that the Government will back its investment policy.

Mr. John Peyton, Minister for Transport Industries, is expected to outline Government proposals for an integrated transport system—including the railway's role—in October.

Although he has not yet informed Mr. Richard Marsh, the BR chairman, of the outcome of the policy review, there seems to be a good deal of confidence at Railway Board headquarters that the Government will give encouragement for more rail traffic.

This feeling has been strengthened by the Government's determination to go ahead with the rail-borne Channel Tunnel, which would itself stimulate long-distance, inter-Continental rail traffic.

Maria Callas cancels Festival Hall concert

BY B. A. YOUNG

MARIA CALLAS has cancelled the concert she was to give at the Festival Hall on Saturday on the ground of ill-health.

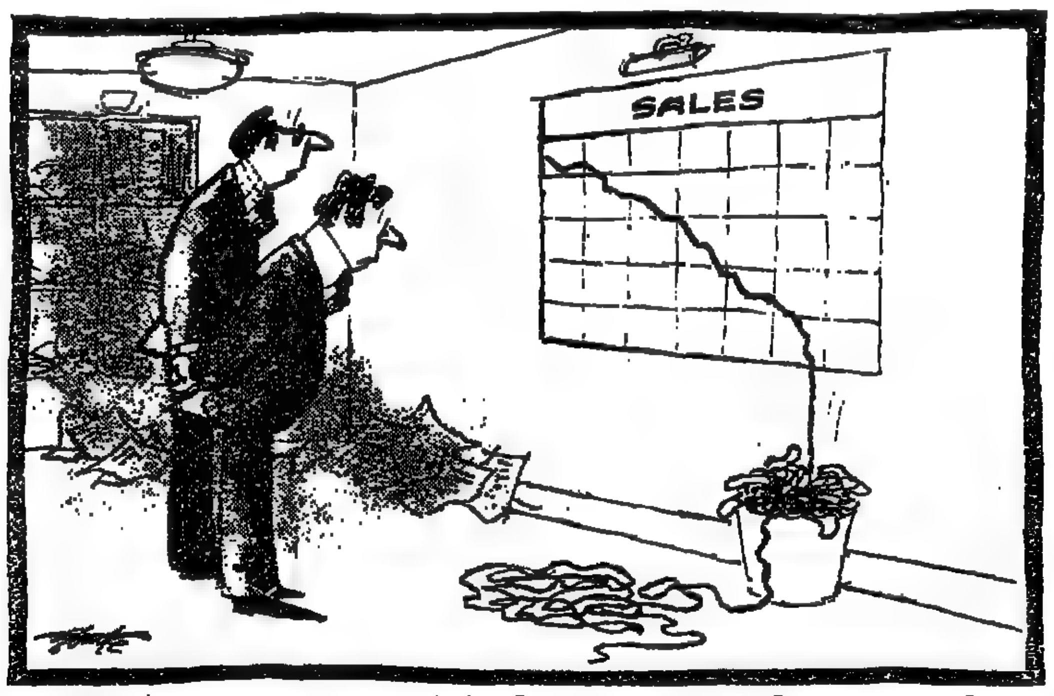
In a cable to the impresario Sander Gorlinsky, she said: "I have been ordered by my eye-specialist to rest for at least six weeks. I am most unhappy to disappoint my public at this time. However, my doctor assures me that I will be able to perform by the end of November."

Madam Callas is due to give a second concert at the Festival Hall on November 26. All tickets have been sold for this, applicants having been chosen by ballot.

It is hoped to announce another concert to replace next Saturday's, but the Festival Hall is now fully booked for [the] entire season. Any further [con]cert would have to be a [...] night performance. A furthe[r an]nouncement is to be mad[e on] November 30.

Meanwhile holders of t[ickets] for the cancelled concert [may] either retain them for [a] further fixture that may [be] made, or obtain a refund [by] taking their tickets back t[o the] place of purchase.

The demand for tickets [for] Madame Callas's two con[certs] has been enormous. [Black] market prices are said to [have] reached as high as £110 [for a] £10 ticket for what many p[eople] assumed would be her [last] appearance in public. A[t the] same time there has be[en a] certain caution among [the] cognoscenti.



Progress in Northern Ireland factory development programme

BY RHYS DAVID — LONDONDERRY, Sept. 19.

A factory costing £700,000 and employing 200 to 250 people to manufacture trousers is to be established here by Desmond and Sons a Northern Ireland company.

It will supply directly to Marks and Spencer, for which it already makes shirts and pyjamas at plants at Claudy, Northern Ireland.

Control change

News of the trouser factory project was given to-day by Sir Brian Morton, chairman of the Londonderry Development Commission, which hands over control of local administration to a democratically-elected council covering the city and surrounding area on October 1.

Industrial development, which has been in the hands of a special committee of the Commission, will be undertaken by the Province's Ministry of Commerce.

Sir Brian also cut the first turf for a 1m. square feet factory at Campsie, near Londonderry, to be occupied by Courtaulds.

This is part of joint £50m. investment by Courtaulds on both sides of the Irish Border, and is expected to provide 1,500 jobs and will mop up much of the outstanding male unemployment in the area. Construction will start within the next few weeks and production begin late next year.

Nearly 28,000 people are now in work in the Londonderry area, Sir Brian said, compared with 24,000 four years ago when the Commission took over from the former town council, disbanded shortly after the start of the troubles.

Industry attracted to the area to replace shirt making—once virtually the only source of employment—includes man-made fibres, chemicals, precision engineering, and adding machine manufacture.

It has been one of the surprising features of the troubles that in spite of the havoc wreaked by the bombers in the centre of the town, industry has been relatively little affected.

The Commission has been responsible for a £1m. industrial estate programme mostly on "greenfield" sites outside the city, and most of the new projects are concentrated there.

In addition to the major Courtaulds investment, a further £5m. development is planned by Du Pont which is already expanding its major chemical plant on the banks of the Foyle, at a cost of £7m.

Other large employers who have moved into the area recently include Regna International, the cash register manufacturer now owned by the Government-backed Northern Ireland Finance Corporation, Arntz Belting, a major supplier to Volkswagen, and Lec Refrigeration.

Industrial base

In Newcastle-upon-Tyne yesterday, the effective use made of regional development programmes in Ulster since the early 1960s was underlined by Mr David Howell, Minister of State for Northern Ireland. Considerable success had been achieved in broadening the Province's industrial base, he stated.

Unemployment was at its lowest August figure for seven years, and already this year some 3,500 jobs had been promoted by companies from outside Northern Ireland and another 2,500 by home based industry.

If present trends continued, he said, 1973 could be one of the best for industrial development for many years.

More than 53,000 new jobs had been created by Government-sponsored industries since 1960, Mr. Howell pointed out. Since 1963, output in Northern Ireland's manufacturing industry has increased by over 70 per cent., compared with 43 per cent. in the U.K. as a whole.

Productivity was estimated to have increased much faster in the Province than in the U.K.—44 per cent. compared with 25 per cent.

Northern Ireland "now boasts a well strengthened economic structure where the traditional industries are constantly nearing their optimum—both in terms of employment and competitiveness," he claimed.

'Troops stay'

Mr. Howell also stressed the Government's determination that the outcome of its efforts in Northern Ireland would be no stop-gap solution.

"Nor will he seek a solution by running away from the problem and withdrawing British forces. Our troops will stay as long as needed.

"Let that be clear to the men of violence as they huddle round their pathetic illusions and dreams. Cowardly terrorism in Britain will not change our resolve. It will make us still firmer and more determined."

Saleroom

Record for Ansdell painting

A PAINTING by Richard Ansdell, the *Waterloo Cup*, was sold to Roy Miles for 85,000 guineas by Christies and Cork-hill & Job at Croxteth Hall, Liverpool yesterday. The previous highest price for a painting by the artist was 35,000 guineas paid at Christies in April 1959 for *Caledonian Course Meeting*.

The painting was the top-priced item in a sale of pictures, water-colours and engravings—the fifth session in the four-day sale. The picture sale totalled £167,263, and the sixth session, of saddlery and linen made £10,184, bringing the total for the sale so far to £499,008.

The Waterloo Cup picture is signed and dated 1840. It measures 56½ inches by 94 inches and is assumed to have been painted for the then Earl of Sefton.

Roy Miles, who arrived by helicopter just as the sale was starting yesterday, also bought a pastel by Jean Etienne Liotard, *Early Breakfast*, for 9,500 guineas, and 2,000 guineas for an Alken-style painting of cock fighting.

A private collector paid 11,000 guineas for a set of four pictures of horses by Francis Sartorius. A portrait of Sir Humphrey Gilbert by Daniel Mytens sold for 4,500 guineas to Sheradsky and the same price was paid by Morton Lee for a coursing scene by John Nost Sartorius. Agnews paid 3,500 guineas for a painting by David Dalby of Lt.-Col. G. M. Molyneux of the 8th Hussars.

King and Chasemore's furniture sale totalled £29,451. A 19th-Century Louis XVI marquetry bonheur du jour sold to Hodgson for £1,700. Payne paid £980 for a walnut-framed high wing armchair of George III design and Semus £780 for a Victorian walnut breakfront credenza.

Harmer's first sale of the season realised £44,000. A 1948-1949 silver wedding set in mint marginal blocks of 12 sold for £1,150.

At a Phillips sale of ceramics which totalled £9,826, a Ban Chiang pottery urn sold for £320 to Owens.

COMPANY NOTICES

EDWORKS (1936) LIMITED
(Incorporated in the Republic of South Africa)

NOTICE OF CLOSING OF SHARE REGISTERS

The Transfer Books and Registers of Members in Johannesburg and London will be closed from the 8th October, 1973 to the 12th October, 1973 both dates inclusive.

By Order of the Board,
D. H. Edge, Secretary.

Head Office:
1-5, Somers Road,
P.O. Box 509,
PORT ELIZABETH.
London Transfer Office:
8, St. Bride Street,
London, EC4A 4DA.
ENGLAND.
11th September, 1973.

SOCIETE INTERNATIONALE D'ENERGIE HYDRO-ELECTRIQUE (SIDRO)
Société Anonyme
Registered Office: 38, rue de Naples, Ixelles—Bruxelles
Commercial Register of Brussels No. 1848

NOTICE IS HEREBY GIVEN that the Annual General Meeting of the Company will be HELD at the Company's offices at 38, rue de Naples, Brussels 5, on Tuesday 9th October, 1973 at 2.30 p.m. for the following purposes:—

AGENDA

1. To receive Reports of the Directors and Auditors on the transactions of the Company for the period up to and including the 30th June 1973.
2. To receive the Balance Sheet and Profit and Loss Account for the period ended 30th June, 1973.
3. To appropriate the balance of the Profit and Loss Account.
4. Discharge of the directors and of the auditors.
5. Statutory appointments.

In order to attend this meeting, or to be represented at the Meeting, shareholders are required to conform to Articles 30 and 31 of the Company's Articles.

Bearer Shares may be deposited up to and including the 3rd October, 1973, during opening hours at the counters allotted to receive them: at the head office of the Company (entrance 25, rue du Champ de Mars) and
In London at the Banque Belge Ltd.,
4, Bishopsgate, London, EC2N 4AD.
Midland Bank Ltd.,
Overseas Branch,
60 Gracechurch Street,
London, EC3P 3BN
Messrs. Baring Brothers & Co. Ltd.,
8 Bishopsgate London, EC2N 4AE.
J. Henry Schroder Wagg & Co. Ltd.,
120 Cheapside London EC2V 6PS.

PROXIES of shareholders wishing to be represented must be received at the Head Office by the 5th October at the latest.

BY ORDER OF THE BOARD

STODDARD HOLDINGS LIMITED

NOTICE IS HEREBY GIVEN that the ORDINARY and A ORDINARY STOCK TRANSFER BOOKS of the Company will be CLOSED from 5th to 16th OCTOBER, 1973, both dates inclusive.

By Order of the Board
ROBERT J. HART, Secretary.
Glenpatrick, Elderslie, Renfrewshire.
13th September, 1973.

STODDARD HOLDINGS LIMITED

NOTICE IS HEREBY GIVEN that the PREFERENCE STOCK TRANSFER BOOKS of the Company will be closed from 8th to 17th November 1973, both dates inclusive.

By Order of the Board,
ROBERT J. HART, Secretary.
Glenpatrick, Elderslie, Renfrewshire.
13th September, 1973.

THE VEREENIGING ESTATES LIMITED
(Incorporated in the Republic of South Africa)

DECLARATION OF DIVIDEND No. 100

[illegible]

For and on behalf of
ANGLO AMERICAN CORPORATION OF SOUTH AFRICA LIMITED
Secretaries
D. H. J. PATTISON

London Office:
40, Holborn Viaduct, EC1P 1AJ.
Office of the United Kingdom Transfer Secretaries:
Charter Consolidated Limited,
[illegible]
18th September, 1973.

EAGLE STAR INSURANCE COMPANY LIMITED

NOTICE IS HEREBY GIVEN
(a) Dividend warrants payable [to] Preference and Second Preference holders on 1st January, 1974 [will be] prepared from the Register as [at the] CLOSE of business on 23rd Nov[ember] 1973.
(b) Dividend warrants payable [to] Ordinary Shareholders on 15th Ja[nuary] 1974 will be prepared from the [Register] as at the CLOSE of business [on ...] December, 1973.

By Order of the Board,
S. M. A. ROBINSON, Secretary.
Transfer Office, Eagle Star House,
Bath Road, Cheltenham,
Gloucestershire
19th September, 1973.

RICARDO & CO. ENGINEERS (1927) LIMITED

NOTICE IS HEREBY GIVEN th[at the] Ordinary Share Register will be clo[sed] one day only on the 15th October.

By Order of the Board,
G. H. N[...]

Bridge Works,
Shoreham-by-Sea,
Sussex, BN4 5FG.
20th September, 1973.

5½% FUNDING LOAN 1982-84 BONDS TO BEARER

THE BANK OF ENGLAND NOTICE that new COUPON sheets [will] be available on and after the [...] February 1974 in exchange for TAL[ONS]. Listing forms for talons are obtai[nable] from the Loans Office, Bank of Eng[land], 1 and 2 Bank Buildings, Princes S[treet], London and talons should be pre[sented] there for exchange by Autho[rised] Depositaries, on behalf of holders [...] the 12th February 1974. Talons [should] not be sent through the post nor [...] with Coupon No. 19 due 9th O[ctober] 1973.

Authorised Depositaries are li[sted in] the Bank of England's Notice E[.C.] include banks, stockbrokers and [solicitors] practising in the United Kingdom.

LEGAL NOTICES

HARBOURS ACT 1964

PORT OF LONDON AUTHORITY

NOTICE IS HEREBY GIVEN that Port of London Authority (the PLA) [has] applied to the Secretary of State for [the] Environment to make a Harbour Re[vision] Order under Section 14 of the Harb[ours] Act 1964.

The objects of the proposed Order [are]:

(i) to reconstitute the PLA with [effect] from the first day of the month after the expiry of the m[onth] in which the order comes into o[pera]tion so that the number of mem[bers] appointed shall be a chairman [and] not less than seven nor more [than] ten persons who are not PLA o[fficers] and not less than one nor more [than] six persons who are PLA officers;

(ii) to provide for the appointment [of] members under the new consti[tution] and for the periods during [which] they shall continue in office;

[illegible]

J. C. JENKINSON, Secretary.
Port of London Authority,
World Trade Centre,
East Smithfield,
London E1

EDUCATIONAL

SETTLEMENT OFFICE PROCEDURE
Transfer Section
evening lectures at Winchester House, E.C.2, commence on September 26th. Full details of this and 15 other investment courses from:
THE NEW SCHOOL OF FINANCE
194-200, Bishopsgate, London, E.C.2.
Tel: 283 6747

هكذا من الأصل

The Norwich Way
is helping to stamp out fires on the drawing board

In our experience, the safest time to survey a building for fire insurance purposes is before it's been built.

Here you see Donal O'Driscoll, standing over some plans in an architect's office. He's one of the Norwich Union team of fire surveyors, and he's pointing out possible fire hazards in the plans of a new factory.

We can do so much more to help eliminate risks, advise on materials and recommend safety systems if we're called in whilst the project is still on the drawing board.

Less risk. Fewer claims. Lower premiums. It's a simple equation. And it's the Norwich Way to have experts always available to help you work it out.

If you have a building project on hand, we'll be glad to help make it fire-resistant before it even leaves your architect's office.

NORWICH UNION
INSURANCE GROUP

Power engineers may ban stand-by duties

BY NOEL HOWELL, LABOUR REPORTER

INDUSTRIAL ACTION by power engineers in the electricity supply industry is threatened in a dispute over an agreement to increase stand-by pay which has been held up by the Government's pay policy for the past 10 months.

The 31,000-member Electrical Power Engineers' Association is to ballot its members and is recommending a ban on stand-by duties—with the exception of safety work—from November 1.

If the action goes ahead, it could cause delays in restoring interrupted power supplies and could have a progressively increasing effect if the dispute continued.

The EPEA, which has been recently displaying increasing militancy, is annoyed that the Pay Board's report on pay anomalies did not pave the way for implementing the agreement to increase stand-by pay.

Their £2m.-a-year agreement was concluded last December to be backdated to November 1 last year, but came after the Government's pay freeze was announced.

It would have raised stand-by pay for about 3,000 power engineers, who are regularly on call at home for duties outside normal working hours, from £5.10 a week to £13 a week.

The present flat rate payment for actual call-out would have gone up, but for Government policy, from the existing £2.40 to an improved graded payment. The agreement would also have raised a general availability to all staff from £60 to £90 a year.

However, the Pay Board has ruled that the agreement cannot be implemented without reducing the amount available under Government limits for a general pay increase.

The EPEA is already concerned at what it sees as worsening pay differentials with the manual unions who receive, under an agreement reached just before the freeze, £6 a week stand-by pay.

Differential

"We cannot accept that an agreement made nearly a year ago can disappear into limbo," said Mr. John Lyons, EPEA general secretary. "The problem so far has not been the Electricity Council, which has wished to honour the agreement, but the inflexibility of the Government's pay policy."

Faced with potential breach of contract problems under the Industrial Relations Act, the EPEA is classing their recommended ban on work outside normal working hours—apart from safety duties—as a strike, even though work in normal hours would continue.

Factory fire safety to be stepped up after encouraging year

BY OUR LABOUR STAFF

EMPLOYERS WERE warned yesterday that the Factory Inspectorate intends to concentrate more on developing safety organisations in industry following a year when the number of fatal industrial accidents was the lowest this century.

There were 468 deaths through industrial accidents in 1972 compared with 525 in 1971. Accident rates per 100,000 employed in factories also showed a decline to 3.9 for fatal and 580 for serious injuries, compared with 4.3 and 590 for 1971.

In his annual report published yesterday, Mr. Bryan Harvey, the Chief Inspector of Factories, suggests that in the past the inspectorate may have spent too much time on bringing prosecutions rather than impressing on employers the need for safety organisation.

Now he is serving notice on managers "that the inspectorate will be concentrating more and more on their deficiencies in the areas of safety organisation, training and supervision and less on the symptoms of their failure."

As an experiment, the inspectorate began last year to give more time to concerns with a large number of employees, or with high fire risks, or where management appeared ineffective in coping with its problems. The results were encouraging and the experiment is continuing this year.

Although cheered by the continuing downward trend in fatal accidents, Mr. Harvey has highlighted the "depressing picture" in the construction industry.

In this industry, the fatality and serious injury rates in 1972 were 19.7 and 800 per 100,000 employees respectively. This compares with 20.2 and 750 in 1971. The chief inspector points out that the fatal accident rate has fluctuated around 20 for the last ten years.

Large sectors of the construction industry show a great lack of safety awareness, he adds, and warns that the inspectorate will be taking a tougher line.

"Already a quarter of the inspectorate's prosecutions refer to construction and I am again instructing inspectors to take a tough line with backsliders."

The report sees a significant growth in recent years in public interest in safety and health at work which is "as encouraging a development as the trend in accidents."

Nevertheless, the public still needs to be persuaded that the inspectorate's sole concern is the safety and health of people at work. Inspectors have been quite unjustifiably described as "bosses' men" when, in fact, "we are nobody's men."

Annual Report of HM Chief Inspector of Factories 1972: Cmnd. 5398, HMSO: £1.

Perkins offers truce to 300 in dispute

THE PERKINS Diesel engine company at Peterborough yesterday offered a truce to 300 maintenance workers who have imposed an overtime ban over a pay dispute.

The two weeks ban in support of the men's protest against what they call "anomalies" over the differential rates between skilled and unskilled workers in the plant engineering department.

The company offered to arrange an immediate meeting to discuss the men's grievances provided they called-off their restrictions.

Jenkins opposed to banks opening on Saturday

BY OUR LABOUR REPORTER

OPPOSITION to any renewed Saturday opening of clearing bank branches was pledged yesterday by Mr. Clive Jenkins, general secretary of the Association of Scientific, Technical and Managerial Staffs which is seeking to break into the banking field.

"We are flatly opposed to Saturday opening and have been flatly opposed to it in other industries in which we bargain," said Mr. Jenkins.

His statement lines up ASTMS alongside the National Union of Bank Employees and the bank staff associations who in the last year have twice forced clearing bank employers to abandon talks aimed at finding an acceptable formula to allow more flexible opening hours, to compete with money shops.

Mr. Jenkins was dismissing Press speculation that agreement to Saturday opening might be the price ASTMS was willing to pay to win recognition in the clearing banks.

This was a complete "fabrication" said Mr. Jenkins, scotching what could have been a damaging suggestion since feeling about Saturday opening has tended to run high in the banks.

ASTMS yesterday announced that the National Bank of Australasia has agreed to enter into a recognition agreement with the union—the second Australian bank ASTMS has won recognition in.

PAY GO SLOW

A go slow was started yesterday by 1,400 workers at the Bilston works of GKN in a dispute over holiday pay. The industrial action includes a ban on overtime.

Heath rejects appeal by Norwich BR office

MR. EDWARD HEATH, the Prime Minister, yesterday rejected an appeal to intervene and save the jobs of 500 railway office staff in Norwich.

British Rail is planning to move its East Anglian headquarters from Norwich to London, and the 500 office staff are objecting because of the high cost of housing and travelling in London.

Dr. Tom Stuttaford, Conservative MP for Norwich South, had asked Mr. Heath to intervene. In a reply yesterday, the Prime Minister wrote: "The Railways Board have given their fullest consideration to the matter and the view of the chairman is that Norwich cannot be regarded as the focal point for railway operations."

Dr. Stuttaford said: "The arguments that suitable office space is not available for a Norwich headquarters are unacceptable. One hopes that jobs are not being lost so that British Rail may make double in property speculation on this site.

"I am concerned about branch lines as well which have a more secure future as long as Norwich remains the region's rail headquarters."

Container companies at Hull ready for talks

AT LEAST half a dozen companies with groupage container depots for ships' cargo at Hull have now written to the Transport and General Workers' Union suggesting the opening of negotiations for a written agreement on the employment of men engaged in "stuffing" and "stripping" containers.

A mass meeting of dockers was called by the shop stewards' committee a fortnight ago. It decided on an unofficial blacking campaign against groupage companies which had not put in writing their oral agreements with their employees on pay and conditions equality with dockers. Blacking is contrary to union policy.

A union spokesman at Hull said yesterday that six or seven companies had written to them asking for the opening of negotiations over the labour issue and stating that any agreements reached would be put in writing.

Since the container blacking issue began, the 2,000 dockers at Hull have modified their original demands for the employment of dockers in groupage depots and now say that any non-registered labour employed in the depots should receive the same pay and conditions as dockers.

Several large companies which were affected by the blacking campaign now operate from a Docks Board container depot on the dock estate and employ dockers.

EUROPEAN BANK IN LONDON

The merchant bank being formed in London by the EBIC Group will be known as European Banking Company. EBIC (European Banks International Company) comprises Amsterdam-Rotterdam Bank, Banca Commerciale Italiana, Creditanstalt-Bankverein, Deutsche Bank, Midland Bank, Société Générale de Banque (Belgium) and Société Générale (France).

The London bank, with capital of £10m., will offer a full range of international merchant banking services. It is expected to be operational at the start of next year under its chairman, Dr. C. F. Karsten, managing director of Amsterdam-Rotterdam Bank.

'ort of London worried by lelay in work at Maplin

BY RAY DAFTER

E PORT of London Authority worried that its future expan- plans could be held up by controversy over the Maplin port and seaport complex. proposed £55m. oil and con- ner terminal at Maplin has eady fallen a year behind edule.

Ir. John Black, the Authority's cutive with responsibility for plin seaport, yesterday issued statement saying that the ounced two-year delay in lding London's third airport ed not necessarily affect the cept of an adjacent seaport." gotiations were in hand with ential port users.

lthough the port's public tude is that it is confident t both the Maplin seaport and port will go head, it has also n emphasising in industry and government circles, that if necessary, the port could go ahead without the major airport development.

The port was always intended to be built first and the Authority is hoping that a start will begin next year, giving an opening date of 1977 instead of the originally planned 1976.

Dredging

The PLA has stressed that it expects its present container terminal, at Tilbury, will be full by 1976. It also wants to be able to take some of the largest oil tankers afloat up to 450,000 tons.

Contingency plans have already been drawn up if Maplin is further delayed or cancelled. The port has a scheme for three riverside berths at Tilbury, costing about £15m., although these would have limited capacity for the proposed large container ships.

The PLA emphasises that this scheme is very much a "second best" alternative. There is a feeling that if it is forced to build the riverside berths as a contingency arrangement then Maplin seaport may be delayed even further.

If Maplin airport is cancelled, the cost of the seaport may be affected. Some of the spoil from the dredging operation is planned for the airport, thus offsetting some of the cost of the seaport. On the other hand, the spoil could be used for other purposes, such as land reclamation for an industrial site which the PLA has always said is desirable in the Thames estuary.

In addition, the PLA cannot have discounted the possibility that the port, also, may be cancelled. Its proposed short sea services would be in direct competition with services through the proposed Channel Tunnel rail route, while the oil terminal would be duplicating new facilities already under way in France and other Northern European ports.

The Port of London points to developments in docks such as Le Havre and Dunkirk as an illustration of the determination of France to cater for the next generation of shipping. It feels that if Maplin seaport is scrapped, Britain could increasingly become "an offshore island of Europe."

Washing machine deliveries rise 20%

THE CONSUMER boom in durables early this year has led to deliveries of washing machines in the first six months of 1973 rising by more than 20 per cent. on the same period last year.

Over 580,000 British washing machines were delivered to the home market compared with 471,000 in the first six months of 1972, according to figures issued yesterday by the Association of Manufacturers of Domestic Electrical Appliances.

The average rate of washing machine deliveries was more than 90,000 a month, while deliveries of spin and tumble dryers reached 337,000 in the first six months of 1973 compared with 276,000 in the same period last year.

Despite the increase in production, foreign-made machines continued to hold a major section of the British market. Imported automatics accounted for 40 per cent. of the total U.K. market and foreign-made tumble dryers 9 per cent.

Exports also continued to increase, with automatic washing machines taking over the export lead from twin-tub machines. Overseas sales of British automatics were 8 per cent. up on the same period last year while exports of tumble dryers, at over 44,000, more than doubled.

On the home market, the trend towards more sophisticated home laundry equipment continued with deliveries of tumble dryers 85 per cent. up on last year.

U.K. paper, board production up 10%

BY HAROLD BOLTER, INDUSTRIAL CORRESPONDENT

. PAPER and board produc- increased by 10 per cent. he first seven months of this r, compared with the same iod of 1972, but there is wing concern over labour and material shortages.

tatistics released by the lish Paper and Board ers' Association yesterday w that production in July, a day month, amounted to 000 tonnes, a weekly average 76,500 tonnes.

his compares favourably the July, 1972, weekly rage of 71,900 tonnes, but is below the average output June this year of 86,200 nes a week.

roduction in the first seven ths of this year reached m. tonnes, compared with m. tonnes during the same od in 1972.

ccording to the BPBMA, the ustry is now geared to work at its maximum capacity, but is being affected by a short- of labour.

ports

e increased cost of imported materials is also causing uiet in the industry. In the seven months of this year orts cost 13.6 per cent. more in 1972, and there is also ntinuing shortage of waste r.

detail, the BPBMA figures that production of kraft ppings amounted to 115,500 es in the January-July od, a rise of 17 per cent. 1972. Output of other- ping and packing papers, at 300 tonnes, was up 19 per .

spite the closure in June he Peter Dixon mill, produc- of newsprint was only 2 cent. down on the same d of last year, amounting 68,400 tonnes.

There is a world shortage of newsprint, aggravated by some Canadian mills getting themselves into an oversold position.

Production of printing and writing papers increased by 10 per cent. to 695,700 tonnes in the first seven months of this year, according to the BPBMA.

Apparent consumption of paper and board for the seven months shows a rise of 9.1 per cent., or 372,600 tonnes. Imports have increased their share of the market to 43.1 per cent. from 42.9 per cent. in 1972.

Exports

Exports from the U.K. also continue to expand. As a percentage of production they increased from 5.9 per cent. in 1972 to 6.7 per cent. in the first seven months of this year. Their value, £50.4m., was £10.1m. greater than last year.

The Joint Waste Paper Advisory Council reported yesterday that an additional 150,000 tonnes of the material will be needed to meet increased demand over the rest of this year and to restore stocks to a more realistic level of five weeks' supply.

The council said that, at the end of June, intake and consumption of waste paper exceeded 1m. tonnes for the first time over a six-month period. But intake at mills from domestic sources was some 68,000 tonens below consumption level and stocks were reduced accordingly.

At 10,423 tonnes imports of waste paper in the first 30 weeks of this year rose by over 148 per cent. on the same period of last year, although they still represent only a small proportion of the U.K. consumption of 1,180,426 tonnes.

PRODUCTION OF PAPER AND BOARD

	July 4 weeks 1973 '000 Metric Tonnes	January to July 30 weeks 1973 '000 Metric Tonnes	% change on first 7 mths. 1972
sprint	39.3	268.4	− 2%
tings and writings, papers and boards	79.1	695.7	+10%
wrappings	3.0	33.0	+ 1%
wrappings	13.0	115.5	+17%
r wrapping and packing apers	61.0	543.8	+19%
ehold, toilet papers and issues	27.7	209.2	+ 8%
r tissues	1.4	12.7	−10%*
trial and special purpose apers	14.8	138.7	+ 3%
TOTAL	229.4	2,017.0	+10%
aging boards	61.5	540.3	+ 7%
ds for industrial and special urposes	9.1	126.8	+11%
boards	2.0	26.2	+36%
AL BOARD ding printing and building oard	72.6	692.4	+ 9%
L PAPER AND BOARD excluding building board	302.1	2,710.4	+10%
ing board	1.7	15.8	− 1%
AL PAPER, BOARD AND BUILDING BOARD	303.7	2,726.1	+10%

Totals do not always add due to rounding
* Not strictly comparable due to a classification change

'ortals Company buys 9% share of Italhegro

RAY DAFTER

'ART of a general plan to d further into Europe, eman and Thompson, water nent and chemical eers, has bought a 49 per shareholding in Italhegro lan and the associated com- Hegro of Switzerland.

lowing its acquisition of eman en Dirtwager, the company, in March, H and rt of the Portals Group— ave spent more than £3m. ke-overs and acquiring sub- al stakes in European com- s this year. This figure les expansion into France Germany, at present under iation but expected to be elete in the next few s.

Mr. James Hamilton, H and T managing director, said the new associations would help to build an international operation "essential to meet the increasingly sophisticated needs of modern industry.

Mr. Hamilton said that in the long term H and T might be looking at Spain, South Africa, Canada, and Australia.

This year's activities has already aggravated the amount of duplication within Portal's water treatment and engineering division, however H and T is, in some respects, in direct competition with two other subsidiaries—Permutit and Paterson Candy International.

.ct positively on food ygiene, councils told

IANCIAL TIMES REPORTER

NEW HEALTH Education il had become "the equiva- f the Dead Letter Office so s effective food hygiene ng is concerned," a food e expert told the Rural t Councils Association in rough yesterday.

Morley Parry, a member of Food Hygiene Advisory il and former Department alth food hygiene officer, on district councils to play h more positive role in ygiene and urged sweeping s in tackling the problem.

l hygiene, he said, was "an nic worry that far out- any considerations of the 8 aspects of notified cases of food poisoning." Success of food hygiene work had to be judged in food price terms as well as numbers of notified cases of illness, particularly when food was expensive.

According to the annual reports of public health offices it seemed there were some 2,000 complaints in each authority every year. That translated into about 2.5m. food purchasers "displeased, distressed or made ill by bad food habits," Mr. Parry pointed out.

To stop spoilage, he emphasised there had to be a change of direction in local government work on food hygiene.

Chartered Insurance Institute

FINANCIAL TIMES REPORT

Training the professional

By DRYDEN GILLING-SMITH

The insurance industry, like any other business, depends upon a multitude of skills and professional disciplines. Successful management of an insurance company requires above all the skill of management plus the ability to perceive the long-term commercial implications of changing legislation and technology in what is after all a high technology business.

This is the lesson that British insurers have been slow to learn—but so have most other high technology industries. The belief dies hard that one does not have to be a born and bred insurance man to run a successful insurance company. But it is still believed in many quarters that one has to be a mechanical engineer to be chief executive in a motor manufacturing firm or a carpenter to manage a successful timber yard.

The reaction against a narrow "professional" view of business does have its risks. For example it would be totally wrong to suggest to anyone entering this industry or any other that the acquisition of professional skills is a way not to get to the top and that militant proclamation of one's management potential by the graduate recruit is the certain way to acquire a key to the senior executive loo in the shortest possible time!

A successful start in a high technology business will generally depend upon an individual's skill in mastering a particular area of the field of operations more rapidly and completely than his competitors and himself making some useful contribution to the knowledge that can be applied in the business.

Fresh minds

For example, in the complex field of estate duty planning and taxation the new recruit to a life company may well find that he has the opportunity to spot new opportunities for devising policies that cater for a specific estate duty need. The rate of change in tax legislation is so rapid that the need for new thinking and development is continuous and in such a situation it is often the fresh mind that spots the solution that has escaped the attention of people who have been looking at what they regard as the same landscape for many years past.

While selection for the top positions should clearly not be restricted to people who have worked in the same industry all their lives there is a reasonable presumption that the individual who has entered a particular business and learned one of its skills very rapidly has certain advantages if he can build on them. The criticism of the specialist is not that he is a specialist but rather that if he is no more than a specialist he cannot see the total business operation in any other terms but those of his own specialism.

A life underwriter, for example, may object to the granting of high levels of cover without medical evidence because he regards this as against the principles of his training and may not be approaching the problem in terms of how much more the public is prepared to pay (and hence how much profits can be increased) by adopting a policy of easier underwriting.

Because the insurance industry is a high technology industry and is full of people who are specialists in a host of unrelated matters the progression from successful specialist to generalist has been its weak spot. In some companies everyone (other than salesmen) was considered to be a technologist except for the one man at the top who was a general manager. If he were promoted late in life he was expected by some mysterious process quite suddenly to develop the capability for thinking and acting as a generalist.

It is only relatively recently that certain leading companies have begun to introduce the principles of management development and deliberately to transfer successful specialists in the life field to, for example, the fire, accident or pensions departments—instead of just moving the failures.

Broad spectrum

It is therefore only at the present time that the far sighted policy of the Chartered Insurance Institute in devising its professional training programme many years ago is being fully appreciated. The Institute's Associateship and Fellowship examinations — which require a broad spectrum of study ranging from company and commercial law, through economics, company accounts, Inland Revenue rules governing the approval of pension schemes, to the analysis of all types of insurances—have enabled the budding specialist to broaden his horizons in preparation for work as a generalist.

In retrospect it is ironic to point to the discouragement that many CII students once received at the hands of their immediate superiors and colleagues in their companies. In many companies a "product snobbery" existed so that if, for example, a fire man started talking about life he was definitely being "Non-U." Besides that, if all he knew was "what he had read in books" he could not possibly expect to have his opinions on the subject taken seriously by the man who had been doing the same job in the same department for the previous 20 years or so.

The CII showed considerable pertinacity as well as foresight in persisting with its plan to stimulate the maximum evening study among the abler recruits of the industry. It persuaded the senior managements of many companies to grant bonuses or straight pay increases for examination successes and, after a long struggle, it gained support for day release and full time residential courses, even general management courses.

Great credit must be given to the late Dr. Dinsdale, who as Director of Education obtained considerable financial support from the companies for his plans. The other notable figure in the battle for improved professional training of a generalised nature was Donald McMurdie who was the first principal of the CII's College of Insurance before taking up his present position as Secretary to the Institute.

What is often overlooked in assessing the difficulties of developing high professional standards in the industry is the disparate nature of the corpus of knowledge that makes up what we think of as insurance skills. The subject matter of accountancy, for example, is much more homogeneous and therefore more easily understood by the outsider as forming a closely inter-related set of skills.

The individual articled clerk may only be dealing in his current-day-to-day work with one very small part of the total area of knowledge covered by his syllabus, just as the insurance employee, but it is easier for him and others to see the relevance of this total body of knowledge to his day-to-day activities and ambitions.

Name needed

There is a further trivial but psychologically important difference. No one has thought up a good descriptive name for members of the insurance profession that compares with the term "accountant," "solicitor" or even "actuary." The term "insurer" is not easy to use because it has wide currency in a different sense and so, when all else fails, terms such as "insurance man" or "professional insurance man" tend to be used. Such terms are totally unsatisfactory in building up any sort of professional image and therefore are ego-diminishing rather than ego-boosting.

The insurance industry, while it is a high technology industry, has at the same time tended to be a particularly labour-intensive industry. The public at large therefore tend to see the "insurance man" either as a salesman who comes to knock on his door (and who may only have entered the insurance industry the previous week) or as a clerk sitting at a desk with paper clips, forms and an array of rubber stamps. It is an image that has passed into popular folklore and takes as long to change as the image of the proverbial "civil servant" and his endless cups of tea and supposed arguments about different ways of calculating seniority.

The data processing manager of one leading insurance company used quite frequently to comment on the spontaneous

Continued on Next Page

A successful blend of many disciplines

By PETER FOSTER

Insurance may fairly lay claim to being the most "multi-discipline" of industries. At some point or other it embraces aspects of practically all other professions and calls for a breadth of knowledge stretching from mathematics to medicine: a point borne out by a note to one of the life assurance papers in the Chartered Institutes qualifying exam, which states that "Candidates will be required to have sufficient knowledge of anatomy and physiology to enable him to deal with underwriting problems."

Of course, the professional insurance man cannot be expected to attain expertise in all professions and the insurance industry must inevitably lean heavily on consultation, relying on the skills among others of the actuary, the accountant, the lawyer, the investment expert and the property surveyor. However, a broad grasp of a good many of these subjects is necessary for the meaningful consultations to be made, particularly at general management level. The requisite spread of knowledge of a good many insurance men is based on the examinations of the Chartered Insurance Institute, the principle of which is the qualifying examination.

In this exam a candidate is required to pass nine subjects in one of five branches of the insurance field: General, Life, Motor and liability, Property, and Marine and Aviation. To complete the examination qualification for fellowship a further three subjects must be passed, making twelve in all. Candidates for all five branches of the qualifying exam must take papers in the elements of insurance and its legal and economic aspects. The former paper requires knowledge of the development of insurance, risk management, the principles of insurance, insurance documents, reinsurance, the structure of the industry in this country the personnel of the insurance world and ancillary services.

The legal and economic paper involves knowledge of relevant aspects of the law—for example, relating to contracts and laws of agency, together with the application of legal principles to insurance. The economic side consists of a basic knowledge of economics combined with its application to insurance—for example, insurance as a form of production, supply and demand of insurance, the efficiency of the market and pricing policy.

After these compulsory papers the most widely taken are those relating to "insurances of the person" and "property and pecuniary" insurance. This latter paper requires a general appreciation of what property and pecuniary risks may be insured, who may insure them and against what perils. Knowledge is also required of uninsurable perils, of the role of insurers in risk improvement and loss prevention and various other aspects relating to valuation, reinstatement and agreed values.

Range of topics

The remainder of the papers range through such topics as insurances of liability, life assurance: taxation, social security and business insurance; the mathematical basis of life assurance: motor insurance, engineering, property insurance, etc.

For those wishing to specialise in marine and aviation there is a special paper in economic geography which requires detailed knowledge of major sea and air routes; major traffic and commodity flows, the site, situation, function and facilities of major sea and air ports and geographical hazards. These specialists then have to go on to take papers in marine and aviation risk assessment, law, underwriting and insurance claims.

Once the rigours of the qualifying exam have been undergone those who wish to pass on to fellowship have, as has been mentioned, to take three further exams. This year's change of syllabus has seen these exams take on a much more "managerial" bias and although, of course, managerial ability is to a large extent innate these exams certainly add to the professional expertise of those with fundamental ability. There are now two compulsory papers for fellowship; finance, investment and management accounting; and the management of human resources. Then one of either management techniques and statistics or marketing and statistics.

The finance and investment paper consists of a choice of two out of three parts. Either accounting, involving topics such as the interpretation of balance-sheets and the appreciation of accounting techniques; investment and taxation; or management accounting, which is concerned with financial planning and control, costing, budgeting and break-even analysis. The paper on the management of human resources deals with all elements of organisation and the performance of the management function—for example planning, delegation, control and co-ordination of decision making, leadership, communication and motivation, staff management, welfare and salary administration.

Of the alternatives both require elementary statistical knowledge. The management techniques option concerns such topics as organisation and methods and computer usage while the marketing paper involves comprehensive knowledge of market research, product planning, advertising, sales and distribution.

Exemption list

The degree of overlap between some of the papers for the qualifying examination and those for other professions is demonstrated by the list of other institutes and organisations which can claim "exemptions." These include barristers, solicitors, members of the Association of Certified and Corporate Accountants, the Institute of Chartered Secretaries and Administrators, the Institute of Bankers, the Institute of the Bank of Scotland, the Institute of Chartered Accountants of England and Wales, of Ireland and of Scotland and the Institute of Cost and Management Accountants. And as for the fellows, by examination, of the Institute or the Faculty of Actuaries, they, not surprisingly, are exempt from more than half of the examinations required for "qualification."

All in all therefore those successfully undertaking the CII's examinations can truly claim to be professionals, while those who pass on to Fellowship acquire considerable expertise in the both highly specialist and comprehensive techniques of management required in this multi-discipline industry.

HARTERED INSURANCE INSTITUTE II

Opportunities improving for graduates

y DAVID WRIGHT

Jnlike the position in the U.S. l some European countries re was precious little in the y of co-operation between the iversity system and the insur-e world in this country ore the middle 1960s. The urance companies tended to w a complete lack of interest the potential of the univer-es as a source of further ication in insurance, while universities themselves re showing a general unwill-ness to branch into an area t they regarded of little ue in higher education stan-ds, but events since 1964 gest that the two are at last ving to a closer liaison.

Before this change of attitude insurance companies got the t proportion of their recruits m school leavers with suit-e qualifications—the thinking re no doubt being that a ool leaver can be trained to easonable level by about 21 ile a graduate would be rer 25. This recruitment policy, together with the fact that a career in insurance was not regarded as an attractive proposition by the graduates, meant that relatively few found their way into the industry.

Attend courses

Apart from these obvious advantages in recruiting school leavers another reason why the insurance companies tended to shun the universities was that during in-house training candidates could attend courses run by the Chartered Insurance Institute, where qualifying examinations could be taken for associateship and fellowship.

Under this education system a candidate could receive a grounding in each branch department at the same time as he was obtaining a recognised examination qualification. In the meantime the insurance company can keep a close watch on the candidate and as such be in a better position to advise him on the most suitable area in which to specialise.

While the Chartered Insurance Institute, through its various courses, was keeping up a very high standard of technical education in insurance it was noticeable that its senior staff was strongly in favour of university studies. One such campaigner in this cause is Mr. P. V. Saxton, assistant secretary at the Institute.

In an article which appeared in the Policy Holder Insurance Journal last September he stressed a number of valid arguments for university courses in insurance. First he felt that in an era of educational development the standards of those recruited from school has gradually dropped as the cream goes on to higher education. His second point, which must rank as one of the most important, was that to keep abreast of the insurance requirements of modern society, the industry faces many new and more complex problems, requiring employees of high intelligence to cope with them. Leading on from this point of environmental changes he also drew attention to the need for more sophisticated statistical approach to meet the demands for successful underwriting.

Research required

Mr. Saxton also went on to say that a greater versatility is required of employees at a time of rapid changes in technology and with growing emphasis on managerial skills. Also he felt that new technical skills were required in the planning of departments such as investment, marketing, personnel and research. The final point discussed was that there are wide areas of insurance and managerial practice in which research is required often involving a study of fields other than insurance.

As Mr. Saxton points out himself, these views are by no means revelationary so it is somewhat surprising to an outsider that the various authorities have not acted sooner. In the U.S. there were links between the insurance world and the universities as far back as the early 1930's. Now most universities in America teach insurance up to a higher degree level, and a number of students were taking advantage of this facility. Although the figures only represented a small percentage of the total student force they were still substantial in comparison with those in the U.K.

Most of the Common Market countries also offer university courses in insurance, although here it is probably true to say that few have a professional body such as the Chartered Insurance Institute in the U.K. to fill the gap. In Belgium there are strong links between the two authorities while in Germany most universities teach insurance in some form or other. However, it has been pointed out that some of the European universities have problems in getting a sufficient number of students on the insurance courses and more publicity for the facilities are now being sought.

Having said all this there are now signs that the efforts of the CII and a few others are now bearing fruit in the U.K. In 1964 Neil Scott, the appointments officer at Nottingham University, set the wheels in motion which eventually led to the introduction of insurance courses at that university. Since then both Sussex and Stirling universities have started offering post graduate courses in insurance.

Student response

While Nottingham is still the *only university to offer insurance* courses for students studying for first degrees the response from the graduates and the insurance companies has been encouraging. At the moment the number of students taking the course is a steady 8 to 13 each year while the number of graduates now going into the insurance industry has quadrupled in the past few years. Not only that but the level of retentions are now running above the national average.

The fact that the level of graduate entries into insurance has risen sharply may, however, reflect the shortage of suitable jobs, given the increase in the number of graduates and the unemployment that were apparent a year or so back, rather than the industry gaining some extra appeal. Still the important point is that once the industry gets a graduate they are managing to keep him.

So with the insurance companies benefiting from the specialised courses at Nottingham and those at Sussex and Stirling, although there is still some reluctance to let candidates attend post graduate courses once the companies get them on their books, it could be said that relationships between the two authorities are now moving in the right direction.

The campaigners, however, are not resting on their laurels. They still feel that there is much to be learnt about insurance both in universities and in society in general. The universities themselves are not only lacking in the number of suitable qualified lecturers but also in material to teach from. The general long-term feeling, though, is one of optimism. Mr. R. T. D. Wilmot is currently doing research into insurance education in institution of higher education at Sussex *university and the outcome of* this report is expected to enhance the chances of further improvements in the link between the academic and insurance worlds.

Climbing towards academic status

MICHAEL DIXON

t some stage in every fession's development it omes noticeably keen to er greater links with its ve universities. It would be gerous to attempt any eral hypothesis about when why this stage occurs. But safe to say that it is occur-g in the British insurance fession now.

: is also safe to say that the rement towards the univer-s is not being made by the irance profession as a whole. is being carried on by a ority of people of the sort etimes called pioneers, ough in this instance the n — in its sense of "those go before to prepare the for an advancing army"— er understates the difficulty he task. To my mind, this llish body of people would er be represented as moun-guides to a considerably ctant tourist party. This is ause, if they are to succeed, have not only to cut foot-ls in the universities' often ite-like traditions, but also aul up the bulk of the pro-ion behind them as they go. e *foothold-cutting has been* g on for the past eight years more—as David Wright's le shows. And although rance is little more than hed upon in some of the r so universities where its tence has been academically gnised, this must be counted fairly successful inroad into tutions which are still sionally described — and the inside at that—as ng "a taste for port and a ain for trade."

Progress easier

ow that this base has been blished, the guides' progress ld become easier. What it make it easier still would a recurrence of "graduate nployment." The shortage of for new graduates, which d the universities in 1970, and to a rather lesser nt last year, has disappeared summer, largely because of inexpectedly large increase emand from manufacturing stry. While the increased and is partly due to a return more buoyant conditions, ever, there are other influ-s at play which suggest that increase might be not only en, but short-term. For a , the recruitment market is l of the usual crop of ar-old school-leavers, owing e raising of the compulsory ol age to 16. In addition, eagerness of manufacturing companies to engage managerial-type people may stem from a discovery that they cut back too savagely in the recent shake-out of manpower and are now debilitatingly short of managerial staff.

Career element

If graduate unemployment did recur, there would probably be once again a decline of interest—albeit small—among school-leavers in going on to a traditionally academic university course, matched in turn by an increased willingness among the dons to incorporate in their courses some element recognisably related to a career. "Insurance studies" would seem a highly promising candidate.

While the guides look likely to have a softer surface in which to cut their foot-holds, however, there remains the question of whether they will be able to get the profession as a whole to follow.

Certainly, arguments have been advanced why it should do so. But it is doubtful whether those in insurance who would prefer to stay more or less as they are, would find the arguments unanswerable.

For example, to the argument that Britain has lagged behind the U.S. and Continental countries in promoting insurance studies in universities, one might reply by questioning whether that has caused the British profession to lag behind in effectiveness. One might also question whether these other countries each have an educationally-interested professional body comparable with the Chartered Insurance Institute.

The Institute might also be quoted in reply to the argument that future insurance professionals will need to be equipped with greater versatility and advanced technical skills. Could not the necessary equipment be provided as efficiently and cheaply, if not more so, by a range of courses developed by the Institute coupled with improved arrangements for block- and day-release, etc?

This, however, fails to answer the contention that greater contact with the university world is needed because insurance will become increasingly reliant on the graduate market for its manpower supplies. After all, the argument goes, as the proportion of 18-year-olds entering higher education rises towards the presently projected 22 per cent. in 1981, the "quality" of people available at the school-leaving age is bound to fall.

It is doubtful whether this argument is quite so commonsensical as it sounds. It may be that the power to do well in an insurance career depends more on the person's motivation to do so than on his or her ability to pass academic examinations. The same could apply to the person's ability to learn the required insurance skills which, however "sophisticated," are not necessarily the same as the academic skills needed to acquire a degree. True, youngsters will not be able to learn insurance skills if they are incompetent in reading, writing and numbering. But although a depressingly large number still emerge from the schools in that state, anyone who thinks that the supply of school-leavers with proficiency in the "Three Rs" will be too small to meet insurance's needs of trainable manpower, had better not let his doubts reach the ears of the National Union of Teachers.

Oddly enough, the recurrence of graduate unemployment—which, as I said, would probably *aid the growth of tuition in* insurance in universities—could simultaneously prevent insurance concerns from becoming steadily more deprived of their much valued supply of 18-year-olds.

Salary margins

The reasoning here is in line with a thesis developed by Mr. Gareth Williams, one of this country's most respected manpower economists, who next month becomes Professor of Educational Planning at Lancaster University. As university output has increased these past five years, he says, the salary advantage which graduates enjoy over lesser and non-qualified groups of workers has deteriorated. It seems likely that as higher-educational output continues to increase, the graduates' salary differential will go on declining to a point where it may become economically attractive for a youngster who is set on a business career to refrain from entering higher education.

The salary differential would not deteriorate to this point, of course, if employers at large simply used the increasing numbers of graduates to displace non-graduates in jobs formerly done by school-leavers. But it appears that many employers, especially in private enterprise, have not been doing this. In spite of considerable pressure, not least from the Department of Employment, these employers have preferred to compete more fiercely for the available supplies of people at GCE Advanced- or even Ordinary-level.

While accountants have decided to move towards being an all-graduate profession the joint stock banks, for instance, seem to have resisted appeals for them to take up an increased share of the graduate supply by such measures as confining branch managerships to people with degrees. There is sense in this resistance, because the present prospect of rising to a managership is a powerful incentive to all young bank workers.

The signs to date are that insurance concerns have been more amenable than the banks to moving in an all-graduate direction. What happens from now on, only they can decide. But it looks fairly clear that the decision whether or not to continue the movement is a matter of choice, not of compulsion.

ANNUAL CONFERENCE

The annual conference of the Chartered Insurance Institute takes place tomorrow in Manchester. This year is the centenary of the Institute movement, which began in that city. The charter was granted in 1912.

CONTINUED FROM PREVIOUS PAGE

The professional

reactions of a number of senior executives from important client companies who dropped in to see his set-up "While we did not quite expect to see your people sitting around on high stools with quill pens one does tend to think of insurance companies a little bit this way." There was therefore an element of genuine surprise even among sophisticated observers who were accustomed to receiving insurance accounts in the form of computer print-outs.

These are, of course, illogical and irrelevant attitudes, and a steadily increased awareness on the part of many insurance companies and industry-wide associations means that these attitudes should now be broken down more easily than in the past—but they still have to be broken down.

The Chartered Insurance Institute has the key role in developing an image for the industry as a whole because as a professional body it does speak for the whole industry whereas most of the other well known corporate groups speak either just for companies, life companies, brokers, Lloyd's underwriters and so on. The CII is supported both by companies and by individuals and has in a sense longer time horizons. The image of the industry is important to it: in attracting the brightest business graduates, other graduates and school leavers, to a career in insurance and ultimately to the many years of study needed to acquire an ACII or FCII.

Only if it succeeds in this task can the industry hope to make a bid for its proper share of the nation's potential talent, a share which it must obtain if it is to keep its vigour and commercial prosperity.

CHARTERED INSURANCE INSTITUTE III

Individual companies are the education leaders

By JEFFREY BROWN

To the layman the business of learning about insurance conjures up images of that august examining body of the insurance world, the Chartered Insurance Institute. But in practice insurance education is much more wide-ranging, has been so for many years and, moreover, is growing more sophisticated as the 1970s tick by.

The largest educating force within the insurance industry is the individual insurance companies, where the mixture is as much paternalism perhaps as far-sighted capitalism. All the major life and composite insurance groups undertake extensive training schemes, both technical and administrative, ranging from simple induction courses for the school-leaver to schemes aimed at up-dating or extending the knowledge of the most senior management.

Apart from setting the exams, however, the Chartered Insurance Institute does play an important role in training its prospective examinees. Its activities are largely two-fold. On the one hand it offers comprehensive courses for those smaller insurance companies which find it uneconomic to set up in-house training schemes. On the other it concentrates on the more specialised and esoteric aspects of insurance—such as, for example, aviation underwriting.

The Institute has two non-residential education centres—at Surbiton in Surrey and in the City of London—where its aim is to complement rather than compete with the training services of the major insurance companies. Regional courses are also run by the Institute, mostly at hotels where conference facilities are available. The Institute also plays a part in the management of the Insurance Industry Training Council which was formed in 1967 and which offers advice and guides to the industry. Council members number 14, six from the employers, six from the employees and two from the Institute.

But far and away the biggest educational effort undertaken within the insurance industry comes from the individual companies—naturally enough, since a company will either win or lose by the quality of the people it employs. The Royal Insurance group has the longest history as an in-house teacher, undertaking employee training courses well before the last war. The Royal has been taking a long-hard look at its education effort and has recently put into practice a new overall plan.

The Royal Insurance Company's residential staff college at Inglewood in Cheshire.

Head-on meeting

During the latter part of the past decade the insurance industry and cost inflation finally met head on. In the U.K. the industry's ability to create and seize initiatives were reduced to a low ebb with management buffeted into defensive and short-term thinking. Against this background the Royal group for one set out to re-vamp its longer-term potential, and this took in a move to up-date training formulae.

At present the company's initial courses (18 to 31 age group) break down into two programmes, one for brighter entrants lasting four years, while more average progress is made via a seven-year course. The Royal makes no claim to highly complex break-throughs in the field of insurance teaching but it is confident that a solid educational base has been laid. The company has a residential training centre just outside Liverpool which can accommodate 40 people.

Perth is the base for General Accident's training college. Last year this Scottish company put no less than 1,066 individuals through one or another of its insurance courses, and this figure tends to grow annually. The company has a range of 22 courses which employ one training officer and five full-time instructors. General Accident also uses external training courses, notably those run by the Institute and by the University of Strathclyde.

At present General Accident is examining plans for a second training centre (to be based in London) and in fact this is one company where the search for the ideal insurance mould looks to be relatively ambitious. Over the past couple of months the group has formed a new process unit for school leavers at "A" level standard, while to this day it remains one of the few commercial undertakings where electronic equipment is used for communal teaching. Gimmickry or not, General Accident is satisfied with the results.

At Eagle Star the educational set-up is no less comprehensive. Eagle Star employs four full-time training officers and the company also has a pool of over 6,000 group employees who can be called upon to play the role of "visiting expert." In 1972 some 2,000 of the staff at Eagle Star were used in this capacity and the company reckons that the obvious ingredient here—"desk experience"—is an important teaching aid.

Elitist flavour

To the uninitiated processes like this may sound like unashamed elitism, and to a certain extent they are. But there is also the paternalism, and for Commercial Union this factor is important. New blood, be it school leaver or graduate, is quickly channelled through a routine initiation in order to gain all-round experience. About 1,000 students went through Commercial Union's training college at Cheltenham last year, where 80 individual courses split down into two basic grades—routine and procedural, [illegible] technical handling.

So far we have looked wh[illegible] at the composite sector of [illegible] insurance industry where [illegible] trading patterns are a comb[illegible]tion of both life assurance [illegible] commercial and indus[illegible] underwriting. But among [illegible] pure life companies the n[illegible] for strong educational links [illegible] equally important. In this [illegible]pect the Prudential Assura[illegible] group does not lag behind [illegible] field. Its curriculum be[illegible] with an induction course [illegible] new entrants. Graduates [illegible] the full course on their first [illegible] while school leavers are [illegible] through a part course with [illegible] balance prepared about [illegible] weeks after full-time emp[illegible]ment has started.

Thereafter the next m[illegible] step for the student [illegible] assurance is a series of man[illegible]ment courses beginning w[illegible] he or she is about twenty. S[illegible] courses last just under a w[illegible] and they extend up to the l[illegible] of the most senior managem[illegible] The Prudential does not h[illegible] an in-house training centre [illegible] residents and in this respect [illegible] company may rely more hea[illegible] on external business sch[illegible] than do some of its con[illegible]poraries.

Learning by degrees in the EEC

By CHRISTOPHER HILL

Like many other facets of EEC activities, the pattern of insurance education on the Continent is still largely a mystery to U.K. practitioners. However, there is a vague impression—which has a basis of truth—that insurance education is more academic in most other EEC countries and focuses on formal studies in universities and Government-assisted centres which train new recruits to meet standardised requirements of expertise. This goes hand in hand with the more regulated nature of European insurance and is in marked contrast to the set-up in the U.K. where insurance education is handled by professional associations.

In fact there is also a great deal of variation in the systems of each of the EEC countries and the Treaty of Rome's expressed desire for harmonisation of qualifications has made little progress.

The British have a special problem in that there is no precise counterpart of the Chartered Insurance Institute on the Continent. Last year's presidential address to the Institute expressed concern about the fact that Royal Charters are not readily understood abroad—which might in itself be no problem, but there is the question of status and recognition of diplomas to be considered.

Taking insurance education at the higher academic level, many universities on the Continent have separate insurance departments which run degree courses in subjects like insurance mathematics and insurance law. University insurance courses in the U.K. are very slight by comparison and there tends to be ready cross-fertilisation between the universities and the companies on the Continent. Professors in the insurance departments readily cross the railway tracks from time to time so the actual set-up is not as academic as it appears.

Examples of specialist insurance institutes also include Cologne Technical University (Insurance Division), the Ecole Nationale d'Assurance in Paris and the European Insurance Training Institute in St. Gall, Switzerland, which trains the people who do the training. The Swiss Institute (although outside the EEC) carries a lot of prestige.

Professor M. Grossman of the Swiss Institute also has his own ideas about the popularity of higher acadamic insurance training, pointing out last year at the annual conference of the CII that "all European universities have some trouble in finding enough students interested in the insurance sector." He also reckoned that this was only one consequence of the "unfavourable or non-existent image of insurance in the eyes of the public." This low-profile image probably applies more on the Continent than in the U.K. where—in spite of the relative lack of academic insurance training—the public is more insurance-orientated.

Wide differences

At the more basic training levels, there are also wide differences between the various countries, but the common thread is the interest shown by the State. In Belgium, for example, the National Employment Office delegates insurance training to the Union Professionaire des Entreprises d'Assurance which also guarantees to find employment for trainees (ages 16 to 21) after they complete the syllabus. In Italy on the other hand there is no legal requirement to complete a training course but the insurance companies as a whole run specialist courses in Rome, Milan and Naples. But in Germany initial training is supervised like an apprenticeship scheme by the Government which taxes the industry so that trainees can do a "sandwich" course for two or three years at a training college, with three days a week at the company and two days at the college.

France has "apprenticeship" schemes in Alsace and Lorraine but elsewhere insurance companies find it cheaper to do their training. But there are a number of levels of training which cater for different levels of employee. These range from an initial two-year training course to advanced studies at the Ecole Nationale d'Assurance (usually six-month courses) for high flyers. Denmark has two years' initial training for new recruits—the firms supervising training. In Holland there are no apprenticeship schemes and initial training with companies lasts for six months. But insurance institutes provide evening classes and there are two- to four-year courses at specialised colleges.

Another area where other EEC countries do tend to be concerned with educational qualifications is that of insurance intermediaries. This is not universal and Mr. H. E. Gumbel of Willis Faber and Dumas made the point at the CII conference last year that countries which allow insurers a wide measure of freedom in their operations like Holland, may have strict laws on the admission of intermediaries, whereas those where insurers are tightly controlled and supervised, such as Germany and Italy, have so far no specific laws on intermediaries and impose virtually no restrictions, so that anyone may call himself and work as an insurance broker or agent [illegible] long as he comports him[illegible] within the confines of "law [illegible] order." But where in[illegible] mediaries are controlled [illegible] regulations are stringent an[illegible] distinction is drawn betw[illegible] agents of companies [illegible] brokers.

Belgian law

Belgian legislation, for [illegible]ample, requires of a broker t[illegible] he should have reached cert[illegible] standards of general and prof[illegible]sional knowledge which are [illegible] out in great detail in a Ro[illegible] decree of November 14, 19[illegible] Similarly, France—where eve[illegible]thing is still regulated [illegible] Napoleon's Code de Commer[illegible] (very little modified)—dist[illegible]guishes four classes of int[illegible]mediary in a decree of 19[illegible] This decree also requires t[illegible] successful conclusion of cert[illegible] courses of education from int[illegible]mediaries and brokers—who a[illegible] the legal agents of the assur[illegible]—are subject to a much mo[illegible] severe test than the oth[illegible] classes. And Dutch law, dati[illegible] from January, 1952, goes to t[illegible] extent of classifying inte[illegible]mediaries in four categori[illegible] (apprentices, agents, recognised agents, and brokers) with sta[illegible]dards laid down covering a[illegible] facets including tested abilit[illegible] The rights to remuneration va[illegible] according to category.

Education of intermediari[illegible] is probably the area in whic[illegible] the U.K. could probably be[illegible] take a leaf out of the Dutc[illegible] book. Ultimately it does n[illegible] matter much whether compan[illegible] employees are instructed [illegible] universities, in technical co[illegible]leges or on the job, but mini[illegible]mum standards for inte[illegible]mediaries — the people wh[illegible] actually sell the products — [illegible] of utmost importance in [illegible] developing field. Insurance me[illegible] in general are opposed to super[illegible]vision on principle but chang[illegible] is long overdue.

WORLD ENERGY SUPPLIES CONFERENCE

Oil States seen as nuclear power financiers

BY DAVID FISHLOCK, SCIENCE EDITOR

THE IDEA that the oil-producing countries of the Middle East might help to finance the nuclear power programmes of the industrialised nations was raised at the conference on world energy supplies in London yesterday. It is organised by the Financial Times in association with British Airways Overseas Division.

Dr. Hans-Peter Lorenzen, a nuclear physicist and West Germany's scientific counsellor to Britain, argued that so costly was the industrial infrastructure needed to support a big nuclear programme, of the kind Britain and his country were planning, that governments were being forced to seek new sources of private capital.

Partnerships

The oil companies, to which government had been looking and which had shown interest in nuclear energy, were finding their reserves under increasing pressure from the oil-producing countries.

For that reason the industrialised nations might explore the possibility of a nuclear partnership with the oil producers.

The forbidding scale of industrial investment in supporting nuclear programmes was the central theme of papers both by Dr. Lorenzen and Lord Nelson, deputy-chairman of the General Electric Company.

Without disclosing any preference for a particular reactor, Lord Nelson said that the first of four factors to be taken into account was the scale of the investment.

The choice of reactor must assume a period of successful commercial exploitation of at least 25 years. This would be preceded by 10 years of research, development and prototype operation, so the nuclear industry must plan on a timescale of 35 years.

Even a modest nuclear programme involved a massive capital investment. A continuing programme of 2,500 MW of nuclear power a year would use an investment of £250m. annually, ignoring interest charges during construction and any escalation.

Increasing size and complexity and lengthier licensing procedures had increased the time required to construct a nuclear plant from 4.5 years to as much as 8.5 years.

Like design

Interest during construction alone could add 30 per cent. to the base cost, placing a high premium on any means for shortening the construction and commissioning period.

The second point made by Lord Nelson was that the capital investment tied up in such plants meant the electricity utilities were vitally concerned to see them brought on-load on time and giving reliable service thereafter.

Those interests, he thought, were best served by placing with industry a number of orders for similar units of the same design.

His third factor was that to achieve high reliability, operating experience must be accumulated rapidly. This made it desirable for several countries to co-operate on the same design.

Lord Nelson's final point in reactor choice was that, although high capital cost heightened the attraction of ever-increasing unit sizes, there was a penalty to be paid in falling reliability.

"The apparent attractions of increasing scale must be approached with considerable caution," he warned.

Dr. Lorenzen forecast that "unless unforeseen licensing conditions raise their respective costs considerably and adversely affect their competitiveness," the two U.S. types of lightwater reactor would maintain their dominant market position for the next 10-15 years.

The reasons, he said, were not technical but the degree of cost degression achieved by the component manufacturers, owing to the number of reactors being ordered.

If the companies involved were able and willing to bear the costs of launching and providing the industrial infrastructure for the high-temperature reactor (HTR), Dr. Lorenzen believed that it could secure 10-20 per cent. of the reactor market over the next 10-15 years.

Decline

This meant, though, that the HTR must compete in capital as well as fuel costs with the light water reactors. If it were launched on the basis of single reactors, the costs would not be competitive and the electricity utilities would not buy.

On the fuel side, he said, the investment required for the uranium-thorium fuel cycle of interest to West Germany indicated a programme of 50,000MW of HTR power "to make good use of the cost degression."

The financial demands for launching a new nuclear system either necessitated extensive government subsidies, said Dr. Lorenzen, or private capital invested in the knowledge that there would be returns only after 10-15 years.

Sir Henry Jones

In this context, he said, "one might even think of activating a smal part of that money flowing from the industrialised nations to the oil-exporting nations."

Mr. H. R. Warman, exploration manager of British Petroleum, spoke on the future availability of oil.

He believed that "we have gone through the phase of supplies expanding to meet demand. This phase lasted from 1859 until about 1969. We are now in the phase of the rate of increase of supplies failing to meet demand."

This phase, he felt, would last until the late 1970s or early 1980s when world production started its inevitable and slow decline. "At the beginning of the final phase we shall be producing about twice what we are now."

World oil production was currently 57m. barrels a day or 21 billion barrels per annum. "The only published ultimate reserve figures of the North Sea put the possible potential recoverable reserves at around 40 billion barrels.

"In other words, to satisfy present consumption we require a new North Sea every two years.

"If demand/offtake continued their historical rise we would in 1983 consume the equivalent of a new North Sea every year."

The most recent estimates of an ultimate world total were between 1,600 and 2,000 billion barrels of recoverable reserves—"not much more than double what has already been found."

He believed that the heyday of discoveries in the Middle East was past, and although many large fields remained to be found there the bulk of the oil and the largest fields had been found.

A great deal more effort and money would be required to maintain the average finding rate of the past few decades over any protracted period.

Gas search

"If our assumptions and deductions on availability are correct, increase in demand cannot be met after about 1978, and an actual decline in production of conventional oil will occur in the mid-80s unless something quite unforeseen occurs."

Mr. Warman stressed that although his figures were disturbing in their implications of the imminent end to the era of steadily increasing oil production "they do not imply we are about to run out of oil.

"There are large reserves of oil remaining and much more will continue to be found."

Sir Henry Jones, former chairman of the Gas Council, spoke on the prospects for gas.

It was only a matter of time before gas fields known to exist reasonably near to centres of population and industry will become depleted, he said.

The unending search was continually extending into deeper water on the continental shelf of the world and into harsher climates in the Arctic region.

"Against this background, the pipeline gas industry, while incurring higher costs because of Government constraints resulting from conservation policies, and because of the much higher cost of gas brought by ship or by pipeline from far afield or made from coal or oil, will still be likely to supply very large sections of the energy market in which the special advantages of gas justify prices higher than those of cruder fuels."

Huge sums of capital would be needed, however.

"But I believe that the users and potential users of gas for the purposes for which it is best suited will accept satisfactory price levels."

Advertising and . . .

Marketing by code

By Michael Rines

Codes of practice are in fashion in the business world. Some bodies such as the Institute of Public Relations, the Market Research Society and the Institute of Practitioners in Advertising have had codes for a number of years. The Institute of Marketing published its first code this week.

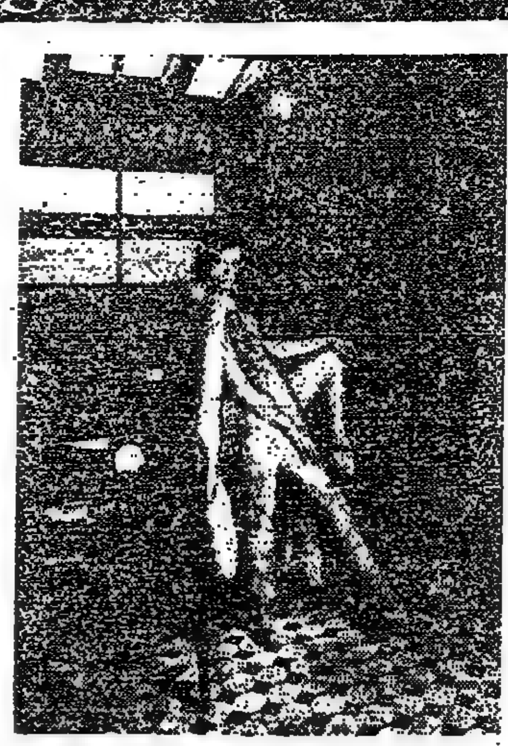
The IM Code, which was prepared with the help and advice of Professor Gordon Wills of Cranfield, is in its present form not much more than a statement of good intentions, e.g. "A member shall at all times act honestly and in such manner that customers — both ultimate and intermediate — are not caused to be misled." Indeed the Institute itself regards it as very much a framework on which to build something more comprehensive and precise.

There are in fact one or two features of the Code that may cause some members concern. For example, Clause 4 states that a member shall not "knowingly, recklessly or maliciously injure the professional reputation or practice of another member." Nobody would wish to see such an action taken "maliciously" or "recklessly," but is there anything wrong with "knowingly" injuring the practice of another? Isn't that simply good healthy competition?

Then again in Clause 8 the Code states that in deciding whether a member's behaviour is unprofessional, the Council will be guided by other professional codes of practice. However, some members might not be too enthusiastic about being bound by the codes of practice of other bodies whose rules may run counter to the marketing philosophy.

In any case the real benefits of codes of practice do not stem from the exercise of formal sanctions. They arise rather from the clarification they give to members in the many grey areas on the fringes of what is fair practice and what is unethical. The Market Research Society, for instance, receives one or two complaints and enquiries per month but there has been only one case that has ever resulted in suspension from membership.

Again the Sales Promotion Executives Association has found that members are usually glad to have any transgressions pointed out to them. For example, Brooke Bond Oxo overlooked the rule requiring delivery of premium offers to consumers within 21 days. When this was pointed out to marketing manager Martin Gill, he not only agreed to comply with the rule in future promotions, but also circulated copies of the code to all relevant staff.



At Country Life, what's good for our circulation should be good for yours.

Country Life is not immediately associated with super articles about fashion. But its fashion editor Anne Price has just won the title of 1973 Fashion Writer of the Year. To celebrate the fact publisher IPC is sending out 1,000 copies of this colour poster to media buyers and creative head in advertising agencies to celebrate the fact, and to remind advertisers that Country Life, with its circulation of 50,000, perhaps ought to be on the schedule for fashion advertising. The poster shows a blue fox coat designed by John Bates and available at Austin Garritt.

Canadian Club

CANADIAN Club Canadian whisky has been available in the U.K. since Victorian times but it is only in recent years that sales have started to move. Since 1970 they have increased by 70 per cent., mainly, believes manufacturer Hiram Walker, because the light whisky appeals to young people looking for a spirit to mix with ginger, cola, and the like.

Now Hiram Walker, through its U.K. agents United Rum, is to launch a very heavy advertising campaign to get sales really rising with the hope of emulating the success of Bacardi and vodka among younger drinkers. The campaign will make Walkers, a Canadian company with world sales last year in excess of $760m., one of the top five spirit advertisers in the U.K., which suggests an expenditure in excess of £500,000.

The advertisements, which play up the generation gap, have been devised by CPV and will appear in the Sunday colour supplements, glossy magazines, the trade press, posters — and Private Eye. There will also be a nine month campaign in 600 cinemas. The Candian Club emblem, a maple leaf which required the approval of Premier Trudeau to be used for promotional purposes, will also be visible on "T" shirts, ash trays, ice buckets and the like.

One interesting slant on the campaign is the fact that Canadian Club will not be promoted as a whisky—rather as a trendy drink for the young. But if its flavour is subtle and light its price is not so coy. It will sell at around £3.10 a bottle in supermarkets. One boost for Canadian Club is that it claims distribution in well over half the country's pubs. In the past, however, it has probably been on a back shelf.

British Airways

The long awaited announcement of the advertising agencies for British Airways has produced few surprises. Leo Burnett which handled BEA in Europe now gets the British Airways business there. The addition of the previous BOAC publicity on the Continent could double the value of the account to £2m. Foote Cone Belding, which is handling the mammoth £2m campaign which broke this week in the U.K., keeps the business outside Europe, except in those areas where British Airways employs local agents.

Clarks finds a game

BY ANTHONY THORNCROFT

Clarks, the privately owned Somerset company, which makes 15m. pairs of shoes a year, more than any other European shoe manufacturer, is to sponsor basketball in the U.K. Indeed so extensive is its involvement with the sport that it is virtually taking over the entire organisation.

Clarks will sponsor all the major tournaments and put up the prize money. It will also help in the training and administration costs of the sport, of which there are 400,000 active participants. In return its name will be featured in over 20,000 matches and last year's winners of the National League, Avenue, will carry the title The Clarks Shoe Men when they play in international matches this season.

Although there is no specific budget Clarks contribution must exceed £20,000 a year and is intended to continue until at least the next Olympics. Internationally basketball can claim to be the most popular sport in the world, with over 80m. players, and Clarks hopes that it will contribute to a boom in this countr[y].

The company decided to ent[er] sponsorship in order to increa[se] the sales of its men shoes. [In] recent years Clarks has bee[n] best known for its childre[n's] shoes, and then its women[s]. Sales of men's shoes are le[ss] than 2m. pairs a year. By su[p]porting what is mainly a ma[n's] sport, and by operating close[ly] with retailers to promote loc[al] matches (and the local retaile[r's] name), it hopes to regain t[he] impetus in men's shoes which [it] temporarily enjoyed wh[en] associated with Hardy Aimes [a] decade ago.

Basketball was not t[he] company's immediate choice. [It] looked at rugby but w[as] deterred by the cost. It th[en] examined such games as ch[ess] and bridge. But basketball w[as] looking for an active spon[sor] and the complete merging [of] interests down to Clarks desi[gn]ing a new symbol for basketba[ll] suggests a happy future.

Hepworths to be posted

FOR THE next two months, Hepworths, the Leeds based menswear group, is adding over 5,700 "shop windows" to the 300 it already has with its stores. The new ones are posters going up this week as part of a new advertising campaign devised by French Gold Abbott.

The heavy use of posters—and 60 per cent. of the £400,000 advertising budget is going into this medium—is an innovat[ion] for the menswear indust[ry]. There will be some back up [in] magazines but since the sh[op] window is regarded as the b[est] way of advertising clothes [the] bulk of the promotion is desig[ned] to make young men conscious [of] High Street and other pr[ime] poster sites of the type [of] trendier tailoring now availa[ble] from Hepworths.

The Marketing Scene

Hard sale for office

Peter Riddell, Property [illegible]rrespondent

[illegible]AT does a property company [illegible]ith a large new office build[illegible] in a rather unfashionable [illegible] which is proving difficult to [illegible] The traditional answer is [illegible]e patient and carry on with normal forms of promotion [illegible] as Press advertising and [illegible]larised brochures.

[illegible]t Commercial Union Proper[illegible] has come up with a rather [illegible]nal approach and has [illegible]ded to try some more posi[illegible] marketing. It has a new [illegible]0 square feet office block, [illegible]erprise House, in the centre [illegible]Portsmouth which was com[illegible]ed about a couple of months [illegible] but has been offered on the [illegible]ket without success in the [illegible]ventional way for nearly a [illegible]

[illegible] after commissioning a [illegible]arch study to identify pros[illegible]ive tenants—not abnormal [illegible]self—CU Properties has sent [illegible]ersonal letter to the chief [illegible]utives of about 100 organisa[illegible]s together with a first class [illegible]et to Portsmouth. Other [illegible]or executives in the chosen [illegible]panies have been invited to [illegible] in a competition with prizes [illegible]th £100. The competition [illegible]lves the listing together of [illegible]erties with various rents [illegible]h have to be matched: not [illegible]risingly Enterprise House [illegible] the lowest rent.

[illegible]his is, of course, a gimmick [illegible]U Properties freely admits, [illegible] since normal methods have [illegible]made any impact it is neces[illegible] to aim personally at the [illegible]or managers in expanding [illegible]panies in the London area in [illegible]ntially high rent situations. [illegible]far there has been a 53 per [illegible] reply to the letter to chief [illegible]utives and although CU [illegible]erties is being coy about the [illegible] of positive response it [illegible]tains that it is good in nor[illegible] marketing terms. It has had [illegible]t 20 replies to the competi[illegible] (out of a potential 400), [illegible]gh the letters only went out [illegible]w days ago. None of the [illegible]rers are so far correct, which [illegible]aps says something about the [illegible]erty expertise of executives [illegible]rge companies.

[illegible]p till now the level of [illegible]and and restricted supply in [illegible] south east has made it [illegible]onably easy to let, most [illegible]erties and developers have [illegible] had to bother much with [illegible]keting new projects. But [illegible]e is a tendency towards an [illegible]supply of offices in several [illegible]ncial cities so it may be in[illegible]singly necessary for com[illegible]es to think far more about [illegible]marketing of property as [illegible]pons in North America.

PRICING RESEARCH

Do housewives count the cost?

BY ANTONY THORNCROFT, MARKETING EDITOR

THE CURRENT national obsession with prices, in particular grocery prices, is having some intriguing marketing implications. Perhaps the most intriguing is the contribution that market research can make to the whole issue. For, despite the bold headlines and constant television coverage, all the evidence suggests that housewives are still not price conscious.

Surveys indicate that over a half of shoppers have no idea how much they have paid for their purchases: in one test 47 per cent. were close enough on the cost of eggs but only 15 per cent. of housewives correctly stated the price of a branded drink that they had just bought.

There is also little inclination to shop-around for bargains. Housewives take the view that no major retail chain dare get too out of line with its competitors so that there are no worthwhile savings to be made from struggling an extra hundred yards down the High Street. To a great extent their sentiments are sound. Over a period the leading multiples charge about the same for a typical range of groceries.

However, this may change if the price propaganda continues and local authorities become more responsive to planning applications from newer types of retail outlets. In the north, for example, Asda has managed to capture 10 per cent. of grocery sales in Yorkshire through its policy of few special offers, little glamour, but straightforward price cuts across the board which reduce the housewives' weekly bill by around 8 per cent. Asda is penetrating into the south and has just applied for a site near Cambridge.

Now the success of discount grocers is having an effect on the London-based multiples. Keymarkets has recently converted 30 of its supermarkets into discount operations and if it can drive into the public consciousness that tangible savings are to be gained in such stores it may be able to differentiate itself from Tesco, Fine Fare, Safeway and the like. But entrenched attitudes die slowly. Tesco, for example, is still seen as a cut-price store even though the facts disprove this.

But if the whole subject of prices is under-researched the emergence of discount grocery stores is bound to affect the current relationship between the multiples and their suppliers. One area where change is in the air is special promotions, which are little more than a pusillanimous alternative to discounting. Last year Nestlé approached one of the big four grocery chains and suggested that instead of selling its Nescafé almost as a loss leader, with all the emphasis on sales even if the resulting profit was marginal, the manufacturer and the retailer should put some of the money they lost through discounting into a competition and maintain the price at a higher level. At the last moment the retailer lost its nerve. Both manufacturers and retailers are mesmerised by sales, and to the devil with margins.

But there are certainly doubts about whether temporary promotions of leading brands are such a good idea. They are expensive to run. They give the impression that other goods are over-priced. Shoppers do not like their fleeting nature. Perhaps the strongest opposition comes from manufacturers. Around £200m. each year passes from suppliers to retailers to finance such promotions, special price cut offers, discounts on sales, joint advertising campaigns and the like. Most of this, hopefully, gets passed through to the consumer but it is too easy for the promotional budget (at least £10,000 on a brand to sweeten a large retailer), to become automatically written into the marketing schedule and to be regarded as little more than the entry fee to the store.

Many companies are calling in promotional consultants to see whether more scientific plans cannot be designed which are of greater value to all three parties—supplier, retailer and consumer—at less cost. So tailor-made campaigns for individual retailers at regular intervals are replacing long-term general discounts. There is also a move towards fewer but bigger promotions.

The public interest in prices has intensified manufacturers' search for a better targeted use of their below-the-line promotional cash. For one thing it has already reduced the popularity of short-term price cuts. As Michael Keefe of the Osborne Group says "with margins under pressure price cuts are often just not possible," and his research subsidiary MS Surveys reports a drop in reduced price offers in the first half of the year from 1,846 to 1,749 compared with 1972.

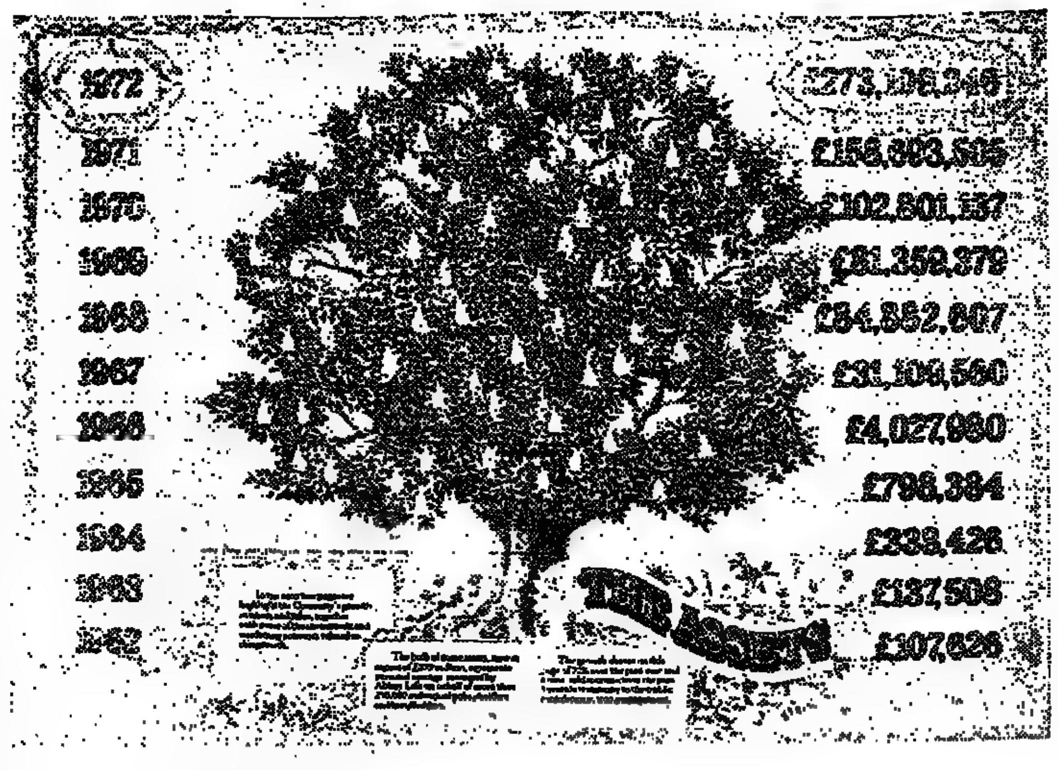
This trend has been encouraged by the manufacturers awareness that the credit for lowering prices is given by the housewives to the retailer rather than the manufacturer. But higher sales have enabled companies to pull in cash, even if prices are frozen. This money is being used to maintain brand awareness through heavy advertising campaigns. By energetic advertising the manufacturers are proving to the retailers that they are essential in the delicate relationship between the two. Indeed some brands have managed to promote themselves so well that they are going out of stock—largely due to the shortage of containers, such as plastics and tin. Retailers are being rationed in areas like yoghurts, crisps, petfoods and canned drinks, a sudden change round from the days when manufacturers were discounting like mad to gain access to the retailers' shelves.

So far research into prices has been spasmodic. But there is one regular survey which is flourishing. This is the Prices Audit run by AGB which checks on the prices being quoted in certain retail outlets. The initial findings of the Audit staggered both manufacturers and retailers. It suggested that there were wide variations in the price of products in different shops in the same retail chain. Fine Fare, for example, was asking 11 different prices, ranging from 22½p to 30½p, for 72 tea bags. By contrast the most successful retailers, particularly Sainsbury, tended to ask the same price in all their outlets.

Now AGB reports that 30 manufacturers and two retailers *take the service and already* there has been a striking rationalisation in pricing policy. There are fewer variations, the power of individual branch managers has been reduced, and what head office says now stands.

It is about time that retailers undertook more research. They seem destined to move into an increasingly competitive period. They are starting to advertise heavily, to establish their own brand images, to make their stores pleasanter places to shop in. Commercial radio could be the key factor in making retail groups aggressive. Of course much of the advertising will be paid for, whether they like it or not, by the manufacturers, but not perhaps so much as in the past. Suddenly the retailers *find themselves up against more* confident manufacturers, more aware consumers, and a more attentive Government that seems to be prepared to take a hard line against them in Phase Three.

It was partly to forestall this that Mike Reynolds of Spar Vivo came up with his Shopping Basket idea, whereby 20 or more major grocery items should have a maximum price tag fixed over the next few months or so. His scheme has had a mixed response from his fellow retailers, and the Retail Consortium is dubious about its feasibility. But it is getting close consideration high up in the Government. All told too many shops have been selling rather than marketing. Now they must see their business in a much wider context.



ANNUAL REPORTS

Quick way to bright results

BY OUR MARKETING EDITOR

THE ANNUAL report is perhaps the most important piece of paper that a company produces in a year. It is often its only point of contact with its shareholders. And yet it is generally agreed that most are boring and unreadable. Now a company has been formed that hopes to change this.

Michael Peters has acquired a good reputation as a designer, winning awards for such items as new packaging for Birds Eye desserts. A year ago he registered a company called Annual Reports Ltd., which much to his surprise had not previously been grabbed. Now he is to announce soon that Annual Reports is ready for business.

The aim is to help companies improve the appearance, impact, and readability of their annual reports. He already has some clients, including Burtons for whom a revolutionary report is promised (in design terms anyway) in the next few months. Some idea of his innovation can be seen from the job that Annual Reports did for Abbey Life Assurance, featured here.

This cannot officialy be classed as an annual report since Abbey Life is a subsidiary of the American company ITT. But it bears that name and gives all the information that might be expected in an annual report. It has been used as a promotional shot to City bankers and pension fund managers, and company salesmen give it to potential customers. In all 25,000 copies were printed and the cost to Abbey Life must be near the £30,000 mark.

But the report was one of the 25 to be singled out from 16,000 in an American competition designed to improve the standard of annual reports. And it is certainly striking. Since Abbey Life deals mainly in money most of the 40 pages are framed by banknotes of European currencies. The effect is ornate in the extreme. However, the client is happy and the results have impressed other companies.

There have, of course, been some lively annual reports in the past—the advertising agencies try to come up with something bright and cheerful. But Annual Reports intends to present a consultancy rather than a design face to clients. Michael Peters wants the annual report to sell companies to shareholders and financial institutions. He believes it is a much more important selling tool than yet another obscure corporate symbol. So he is detaching the new enterprise from his design company.

Not all the reports will be as flamboyant as that for Abbey Life. That is the extreme. For other companies the image selling job might be managed through better use of type faces. But the remarkable thing is that few other printers, designers, or advertising agencies have attempted to plug this marketing gap. But then how many companies are prepared to take risks with their financial statements or in a wider context with the financial advertising that tells the world about their performance?

TV boost for classical music

YESTERDAY SAW the start of another heavy (£300,000 if necessary) advertising campaign for an LP record by K-Tel, its eleventh in two years. But this one will be different. It consists of 100 minutes of classical music covering two records, 18 composers and eight orchestras, and is the first time that the classics have been subjected to the full force of a television promotional campaign.

K-Tel will not have the market to itself. On Monday Michael Lavene's Arcade Records starts a £200,000 television campaign to advertise its own collection of classical pops, especially *recorded by the London* Symphony Orchestra. The Arcade record is £1 cheaper at £1.99, if shorter, than K-Tel's and is the first of a series of classical combination LPs to be released by the company, aimed at those who have "never bought a classical record in their lives."

The extension into classical music is hardly surprising. Sales of popular music through television promotions have fallen away since the original K-Tel recording which sold nearly 800,000 copies, and the entry of the specialist record companies, like EMI and Phongram, into the market has made things tougher for the North American promotion companies, like K-Tel and Ronco, which find a saleable object and use the power of television advertising to make a rapid killing.

The full-time record companies *not only compete for the* record buyers cash but also prevent the promotion companies from using their material. At the moment the largest record company, EMI, has no intention of following up its Pure Gold budget album which was promoted in May. Record sales of 250,000 were slightly disappointing but the sale of tapes, around 150,000, more than compensated.

Even if the novelty, and the availability of good material, is falling away from the television promotion of records the impact on record sales have been considerable. It has encouraged new buyers to experiment with records, and has been instrumental in causing a boom in record sales, which last year stretched the manufacturing capacity of the production companies. In future sales through this medium will not be so great *but yet more compilations of* music are planned. K-Tel claims to have sold nearly 15m. record world wide in the last four years, a quarter of them in the U.K.

A.T.

Agencies discover money

BY DOINA THOMAS

"AGENCIES that are purely run by advertising men are doomed to failure," cheerfully predicts a management accountant in one of the larger agencies. Certainly the advertising industry has never been renowned for its financial sense. It has always been assumed that superlative creativity rose above the mundane matters of money management.

But the past few years have seen a change among these agencies that intend to see out the decade; a great many now expect their clients to pay their bills on time, preferably monthly. One large agency has even discovered the profitability of putting its spare cash on the overnight money market.

When one thinks of the vast outgoings an agency has to incur to be in business (it has to pay the media before being paid by clients) it is rather surprising that money consciousness is such a relatively recent facet of agency management.

Two spectacular bankruptcies in the sixties—the collapse of the Cyril Lord empire and John Bloom's fast selling Rolls Razor company, both heavy advertisers—should have been sufficient warning.

But they were not. It took the collapse of Rolls-Royce and John Bentley's profitable purchase of the Dorland group for reasons more to do with *bricks and mortar than the profitability* of that company's advertising accounts, to bring the importance of money management to the forefront of agency management minds.

It has only really been since the lean years for agencies, the beginning of the seventies when numbers employed dropped sharply and profit margins even more so, that agencies have started to instal proper billing and debt chasing systems and to look into the profitability of their individual accounts.

Both French Gold Abbott and Saatchi and Saatchi started when times were hard for the advertising business—not only where clients cutting back their expenditure but the media were actually demanding prompt payment and imposing penalties on slow payers—and both companies started on a firm financial footing.

Saatchi and Saatchi managed to get away with charging [illegible] per cent. of billings on certain accounts. "We amortise our costs over the year," says Charles Saatchi; the clients's costs are estimated for the year, so are the agency's outgoings, and the client is billed monthly accordingly. "We are very good at estimating," claims Saatchi "our clients don't keep us waiting and we don't keep the media owners waiting."

"The fundamental element in all this is not to accept business where the money will be hard to get," says Richard French, stating an obvious truism that the agency world has always tended to ignore on the grounds that profitless accounts now may lead to better business later. Sometimes it does, more often than not it leads to bankruptcy. French's yardstick is quite simple, if the business is credit insurable he will take it on, if not he will not take it. The agency's present business is fully credit insured.

J. Walter Thompson has always been regarded as among the better managed agencies but even JWT did not appoint a finance director to its central management group till some two years ago. "One of the problems for agencies who insist prompt payment from reluctant clients is simply that they are in a very weak position," says one agency finance man; "not only are there lots of agencies in search of business but before the agency bills the client, the money has already been spent."

Costing system

JWT imported John Page as finance director from IPC Magazines and has proceeded to instal a very detailed management costing system. The agency now knows quarterly its state of profitability or otherwise, though only the account directors know whether their own specific accounts are profitable. The creative staff are certainly not bothered with the figures; "we are in business to create advertising from which we make our money."

The agency has devised a system for coping with those clients with smaller, less predictable advertising budgets which it calls the "minimum income" system. The client agrees to pay the agency a minimum sum annually which is based on a JWT estimate of how much it would cost to service the account profitably. The figure is notional till the end of the year when the client has completed his advertising programme. If there is a shortfall between advertising expenditure and the minimum income, the client pays the difference.

But on the other side of the agency business, those people who supply the agencies with their services, production companies, studios and models, there are problems, too. Some agencies are slow payers (it is always better to live off other people's money) and some of the above creative types are very bad at sending out bills. "On large production jobs we do now ask for half the cost in advance," says JWT: it does, after all, provide the production company with the necessary extra working capital.

For the individual suppliers who have either not the time or the energy to chase up their own bills there is now a small specialist factoring company, Creative Finance. Strangely enough the company is largely owned by a whisky distillery, and started out as a simple bill discounting business. It now takes a 6 per cent. discount for ten day payment and 10 per cent. for an emergency 48 hour payment—expensive according to an ordinary factor. "If you look at it on an annual basis I suppose you would say it is," comments Miranda Chiu, one of the directors, "but you must remember that immediacy of payment is extremely important to these individuals."

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Earnings and prices

The latest official statistics of wage rates and earnings, appearing as they do just as the negotiations about Phase Three of the prices and incomes policy are reaching a critical stage, are bound to be argued over more vigorously than usual. At first sight, the trend seems reasonably clear. The index of basic hourly wage rates rose sharply in August, mainly because of an increase in the engineering industry. Since there was also an increase for engineering workers in July 1972, however, the year-on-year comparison has not been affected. Indeed, the year-on-year increase in basic hourly rates for all manual workers has now fallen for two months in succession while the year-on-year increase in average earnings has continued to rise.

The matter is more complicated than that, however. First, the earnings figures lag a month behind the figures of basic wage rates: earnings rose sharply in July, mainly because of an increase in the basic wage of construction workers, and may well turn out to have risen sharply again in August because of the increase in basic engineering rates. Second, the year-on-year comparison is questionable because the freeze did not begin until last November and was preceded by a spurt of last-minute increases.

Limit exceeded

If one compares the latest figures for basic hourly rates (August) and for earnings (July) with those for March, the month before Phase Two began, one finds that increases have amounted to roughly 9 and 7 per cent. respectively. This stands against the increase of 7½-8 per cent. in earnings which the formula adopted for Phase Two was meant to produce over the course of a whole year. It may be objected that a number of increases that would normally have taken place earlier were held up during the freeze and became effective during Phase Two. It would be more fair, on this assumption, to compare the latest statistics of wage rates and earnings with those for last October, the month before the freeze was imposed.

Over this period—one of nine months for earnings and ten months for basic hourly rates—the former have risen by well over 9 per cent. and the latter by 11 per cent. It is quite clear that the limit at which the Government was aiming has been considerably exceeded. It is interesting to note, moreover, that over the whole period since last autumn the basic wage rates of workers in manufacturing industry have risen considerably less than those of manual workers as a whole and that even their earnings have lagged behind to some extent. One must suspect that the excessive pressure on the construction industry is largely responsible.

Real incomes

If wages and earnings have risen faster than the Government intended, however, so too have prices. Between October and July basic wage rates rose only slightly faster than the retail price index, while wage rates in manufacturing rose more slowly. Between March and July there was a much sharper rise in wage rates (and, still more, in actual earnings) compared with prices, but tax may well have reduced the rise in real disposable incomes. All in all, the Government looks likely to find itself faced with considerable pressure for larger money wage increases during Phase Three than can be easily reconciled with a reduction in the rate of inflation.

First, the movement of wholesale prices suggests that there are sizeable further increases to come at the retail end, even if price control is strictly enforced where this can be done (notably in retailing) without damage to the profits and profitability on which capital investment depends. Second, the slowing-down in the growth of output suggested by a much-distorted index of industrial production has been accompanied by a levelling-out in the average hours of overtime worked. The Phase Three formula must allow industry to encourage higher output from a labour force which in the short term seems unlikely to grow much further.

Sweden waiting for the second round

THE chances are that Mr. Olof Palme, the leader of the Swedish Social Democrat party, will be forced, either by the practical difficulties of governing without a parliamentary majority, or by a defeat on a vote of confidence, to call fresh elections well before the end of his new term. He may well prefer to do so at the first propitious moment, quite possibly next spring.

Accidents

His party appears to have been saved from outright defeat in Sunday's general elections in Sweden by two accidents: the sickness and death of King Gustav Adolf VI, and the six-day drama in which robbers were beseiged with four hostages in the vaults of a Stockholm bank. These two events seem to have rallied enough of the floating voters back to the government to avert the defeat widely predicted in the run-up to the election.

Yet in the event the Social Democrats still suffered a serious set-back, in psychological as well as in practical terms. One should not, perhaps, overstate the extent of this set-back: even before the election the party held less than half the seats in the outgoing parliament, and has had to depend on Communist support for its legislative programme, while its loss of seven seats is considerably less dramatic than the 24-seat loss suffered by the opposition Liberal Party or the 19-seat gain of the Centre Party.

Yet the psychological blow is undeniable. The Social Democrats have held power uninterruptedly for 41 years in Sweden, and there has perhaps been a natural tendency to assume that, as the largest single party, their rightful place was in government. This assumption has now been challenged, and whatever the immediate consequences of this election, it has become virtually impossible not to believe that they will have to work hard to re-establish their credibility with the electorate.

In theory Mr. Palme can remain in power by continuing to rely on the support of the Communists, since this would give him exactly half the votes in the parliament. But the practical difficulties of trying to govern without even a small majority are too obvious to need underlining, and will certainly not be alleviated by the provisions for dealing with tied votes. The idea of taking legislative decisions by drawing lots may be tolerable in cases where the policy issues involved are not very important either way, but the use of a lottery to decide major questions could only bring the parliamentary system into disrepute.

Mr. Palme is not under any very immediate pressure to decide how he is going to deal with this problem, since the new parliament does not assemble until the New Year. But the prospect of a deadlocked parliamentary situation is bound to stimulate active manoeuverings within and between the parties.

Alliance

Mr. Palme's most obvious option is to try to break up the common front of the three opposition parties—Centre, Conservative and Liberal—and to seek an alliance with one of them, or at least with some of their members. The Liberal Party lost heavily in the election, and there is a current of thought within the party which would favour joining up with the Social Democrats. But Mr. Gunnar Helén, the Liberal leader, was one of the chief architects of the common front, and he is almost bound to oppose such a move. Having come within an ace of defeating the Social Democrats for the first time in four decades, the opposition parties will obviously think twice before they throw away the possibility of a real victory at a future election.

Phase Three portents for the winter wage queue

BY JOHN ELLIOTT, LABOUR EDITOR

AS the TUC's team of five senior union leaders returns to Downing Street to-day for further talks on the Government's counter-inflation policy, the Phase Three list of pay claims continues to increase. It now covers more than 6m. workers.

But, surprisingly for a time which normally sees the start of the annual pay round, little has been heard so far from many union leaders about the militancy with which they and their members are prepared to back up their demands. Few claims have been spelt out in detail, and apart from remarks like those of Mr. Joe Gormley at the annual Trades Union Congress about potential miners' militancy, there is little hard evidence around as yet. All that can be said in general is that workers will want compensation for rapidly increasing prices, that they may well resent having their wage increases restricted for a second year running, might possibly decide that some trouble should be caused in Phase Three after the generally peaceful Phase Two, but could well once again fall in with legal controls.

The likely timetable

How this works out in practice will depend very largely on the details of the changes in the Pay and Price Code which the Government puts forward. The emphasis, for example, on the low-paid, on productivity increases, and on rewards for those who lost out in last winter's freeze will all affect the negotiating tactics and mood of individual groups. What will be good for the plant-negotiating engineering workers will not necessarily help the low-paid council manual workers, while catering for the needs of the railway industry would not ease the way to a settlement in hospitals. As Ministerial advisors move into the final stage of preparing the Phase Three proposals, it is not unrealistic to think that they are writing in words here and there aimed at helping to erase certain of the winter's trouble spots.

The timetable for the winter, following on from this week's Downing Street talks—there will be a final TUC meeting with the Prime Minister next Thursday—looks like hinging on Government publication of its Phase Three proposals in a Green Paper between October 5 and 8. This is during the lull between the Labour and Conservative Party conferences—and the final day of the Labour Conference, October 5, looks like being a strong possibility.

For almost all the rest of October, the Government will be open to suggestions from both sides of industry about how its proposals should be changed, and this will inevitably lead to more Downing Street talks. At the end of the month, final revisions to the Pay and Price Code will be published and submitted to Parliament ready, it is assumed, for Phase Three to take over from Phase Two on the due date, November 1.

This means that the crunch seems unlikely to be reached on any of the pending wage negotiations till at least early November, although there will presumably be nothing to stop negotiators starting work next month once the Green Paper pay limits have been announced. What is clear, however, is that, in the absence of a policy agreement between the Government and TUC and the CBI, the Government will be imposing a further phase, of statutorily controlled wage increases in the face of the TUC's constant demand for a return to "free collective bargaining." This development should cause little surprise. But what it will do is to lead TUC militants to demand a recalled Trades Union Congress to discuss and mobilise opposition to the Phase Three policy. Many moderate union leaders would rather avoid such a polarisation of attitudes and may succeed in cooling the temperature. But the significance of a special Congress is the impact it can have on individual groups of workers.

The first group in the negotiating queue is the traditionally low paid and recently fairly militant local council manual workers. Including groups like dustmen and sewage workers, they just beat last winter's pay freeze with skilfully timed £2.40 a week rises and now want £5 to bring their lowest basic rate up to the TUC's target minimum wage figure of £25 a week—a figure also being adopted by other groups including hospital and agricultural workers.

Any Phase Three offer under £3 to £3.50 seems bound to lead to some sort of trouble in the local councils, although the degree to which the manual workers are willing to go ahead with militant action could well depend very largely on how much militancy they see elsewhere—either from other groups running into pay trouble or from a special Congress. The timing of negotiating developments in industries such as mining and engineering and railways could be crucial here.

Mineworkers' tussle

In the coal mines there is the usual tussle betwen the Left and Right wings of the National Union of Mineworkers, but little real indication yet from individual coalfields about the strength of the militants. The key row here in fact might not be about the amount of money that should be allowed, but about whether the Phase Three rises should be paid from next March, in line with existing Government policy, or from this November, in line with the NUM's interpretation of a fairly vaguely worded paragraph in Lord Wilberforce's miners' pay report nearly two years ago.

Then there are the hospital ancillary workers who, like those in water and gas supply, stand to gain, it is assumed, from the Pay Board's anomalies report published last week. But the report, which was described to me by one union leader as "rather like a crossword puzzle where the clues are misprinted," is far from specific about who should benefit from its recommendations apart from civil servants. Such special treatment for the civil servants has annoyed some other union leaders who are also complaining that the Pay Board has recommended that the losses during Phase Two of those groups identified as "anomalies" should *not* be made up with back pay.

It seems fairly clear, however, that these key groups will be allowed something extra above the Phase Three limits. In the hospital workers' case, this should be an extra 40p a week increase to bring them back into line with the council manual workers. These extra payments could help to offset some of the militancy which might arise in these "anomaly" groups from general dissatisfaction over the Phase Three limits.

Among the rest of the public sector, the railwaymen need special attention because they are now nearing the end of a pay restructuring exercise which the British Railways Board has said will lead to increases quite separate from next spring's main Phase Three settlement.

Rationalising the system

Increases in the region of £8 a week on basic rates for footplatemen (but worth less on actual earnings because the restructuring involves absorbing bonuses into basic rates) and of over 6 per cent. for other railwaymen have been talked about in special working parties. The overall aim is to rationalise the payments system, while rewarding extra responsibilities and shift working, in the two years starting next January.

But how much of the Phase Three pay limits will be available for the main spring increases once these restructuring rises have been paid depends on the provisions in the Pay Code for productivity improvements and other labour flexibility needs. The point here is that industrial action is almost a certainty on the railways if the railwaymen see the Government and the Pay Board making the management eat into the spring money allowance for the restructuring rises.

In the private sector, the engineering claim to be thrashed out during the coming months is the most important. However, despite traditional militant noises from some engineering union leaders, it seems most unlikely that any showdown will be reached before Christmas. This is because of the time it will take employers to decide on their reply to the claim and for the unions then to react.

What can certainly be r out is any form of nat engineering shutdown as result of a breakdown in negotiations — although tl could be more minor act The more serious possibilit a rash of the type of st which is now hitting Dunlo engineering workers g weary of the effects of the limits—and the rule about one increase in 12 months their local negotiations. speed with which such disp break out and pose the risl serious spin-off effects on m manufacturers such as m factories will probably dep to a large extent on the gen reception given to the Pl Three price controls and limits. This of course is true of other industries.

Summer pric rises

The general feeling am union members being aired their leaders is that actior offset the effects of this s mer's price increases and stop them continuing is es tial. What is probably neede for the Government's pr proposals to be gener accepted as fair with wage posals which look after the paid while leaving suffic flexibility to go someway wards meeting unions' " collective bargaining" dema and the need for indivic managements to clear bo necks.

A Low Pay Board?

This, and the problems individual groups, indicate Phase Three package start off with a general basic limit, possibly moving a from a rigid £1 plus 4 per c type of maximum but at same time helping the low-p there would be a special F Pay Board along the lines p posed by the Government a y ago to boost productivity those industries. Indu negotiators would also be a to include threshold arrar ments in their deals and th might also be a special allowa —say of 1 per cent.—wh employers and unions could a cate under a general heading "flexibility." But productiv deals would be strictly curtai and would not be expected increase costs.

Together with the spec treatment for anomalies, th are the types of rules now be considered. The right mix co lead to a fairly peaceful Ph Three—but it is hard at pres to find any employer or uni leader willing to chance a fo cast of what will actually happ this winter.

MAJOR PHASE THREE PAY CLAIMS

900,000 Local authority manual workers	£5.15 claim to give £25 minimum basic weekly rate for deal due November 1.
260,000 Miners	£8.21 to £12.7 a week claim lodged with demand for November implementation.
3,000,000 Engineering manual workers	£10 increase on minimum rate to give £35 weekly as part of package claim.
27,000 Water supply manual workers	Deal due in December including "anomaly" claim.
36,000 Bakers	£5 a week rise plus extras claimed for December deal.
220,000 Hospital ancillary workers	£5.52 claim (including 40p "anomaly" demand) to give £25 minimum weekly basic rate from December 13.
300,000 Railwaymen	Restructuring talks now, leading to special rises expected January 1 in advance of main increases next spring.
300,000 Postmen	Deal due January 1.
320,000 Farmworkers	£5.50 claim to give £25 weekly minimum from January 1.
45,000 Civil air transport workers	Deals due January 1.
170,000 Clearing bank staff	Deal due January 1.
400,000 Administrative group civil servants	Special "anomaly" treatment expected plus annual interim rises due January 1.
100,000 Professional and technical civil servants	Main "pay research" biennial rises due January 1.
80,000 Municipal busmen	Deal due for January 1.
12,400 National and provincial journalists	£15 to £20 a week claims plus extras in preparation or lodged for January 1 deals.
47,000 Gas manual workers	Deal due January 13 including "anomaly" claim.

MEN AND MATTERS

Why the CBI wanted MacDougall

The CBI Council has recorded a decisive vote for consensus politics in appointing Sir Donald MacDougall as its new chief economic adviser—and filled a real need, since the CBI's presentation of its own case in successive rounds at Downing Street and Chequers has been something of a flop up to now. It is now clear why there was such a long pause after the rather fraught departure of Barry Bracewell-Milnes, whose deliberately provocative right-wing views delighted some CBI members, but irritated Whitehall. They were waiting for the toppest top man, the Government's very own; if you can't bea them, get them to join you.

MacDougall, a quiet thinker and good listener who is a virtuoso on the back of an envelope, will certainly communicate easily enough with his old colleagues and with his new and former colleague, Campbell Adamson, who was an industrial adviser in the late DEA when MacDougall headed it. It is not so clear that they will soothe the feelings of those CBI members who miss no opportunity to urge tougher policies: the militants could find a confrontation with those two utterly nice, utterly reasonable men, puffing on their pipes, more enraging than ever.

It is an appointment which will be matched with interest in many parts of industry, where experience with distinguished Whitehall magnates has been decidedly mixed. MacDonald is of course being asked to do his own thing, and not to embark on a business career; but he is also being asked to advise a pressure group after a lifetime of resisting them. So, the doubt remains: when top Whitehall and private industry join hands, just who is joining whom? Will Whitehall hear a louder CBI, or has the CBI imported a top representative of the public interest?

Of Communists and computers

Trouble comes from all sides for the Swedish Social Democratic Government. It recently proposed a computerised central register of citizens. This would have given everyone a personal number and contained information on their tax, income, pension rights, job and such things. But in Parliament a coalition of the Opposition and Communist parties threw out the plan, as a threat to personal liberty.

Now it emerges that the Government is discussing the sale of the system to Czechoslovakia. Not surprisingly, a Liberal Riksdag member, Dr. Kirsten Anér, who sits on the parliament's committee on the computer industry, has led an attack on any such plans. Calling Czechoslovakia "this police state," she says it "wants to get a much firmer grip on the people by the use of a data system." Putting the knife in, she quotes C. H. Hermansson, leader of the Swedish Communist Party, as saying to her during the original debate of the personal register, "Just think what Stalin could have done with a system like this."

"For Ted's speeches on Ulster."

Big fish, smaller pool

Having built up his own bank as an executive chairman, Neville Burston has now for the first time appointed a managing director and chief executive under him. Trevor Robinson is moving from a giant bank, the National Westminster, to a group which made £1.7m. pre-tax last year. Why, particularly when Robinson was general manager of NatWest's Related Banking Services Division, which takes in th eequivalent functions to Burston's business: Lombard North Central, County Bank and Credit Factoring?

Robinson says he was not unhappy at NatWest, but he was less happy in the administrative slot running Related Banking Services than he was closer to grass roots in the job he had held from 1969 to 1972, running the Greater London area branch network outside the City and Westminster. Having started with the bank in Sheffield when he was 15, he felt at 48 that the time for a move was now or never. "I want to be not only the policy maker but the implementer, working where my decisions will have an immediate effect. That can never b eso in an organisation as big as the National Westminster."

What Robinson joins is a banking group started in the mid-1950s, at one time backed by Howard de Walden interests, now by the Texas Commerce Bank. A prolific sponsor of new issues, not all of them successful, the banking side, Burston and Texas Commerce Bank, is known for its tenacity in stomping the regions looking for good small companies which need finance to expand. Robinson reckons it "could always employ more money in this field than we have the resources to do," seeing no lack of such businesses, particularly those wanting loans in the £25,000 to £100,000 bracket.

But is not that size of loan just the thing for clearing bank branch managers, or the merchant banking arms of the clearers? Robinson agrees, but "I don't think every branch manager is well enough trained to do them."

Lasting problem?

To add some spectacle to a press conference to announce that Clarks, the shoe company, was going to sponsor basketball, the Basketball Association yesterday asked along Chris Greener, from Hayes. As well as playing the game for England, he is said to be the country's tallest man at 7 feet 5½ inches. Greener said he normally worked as a clerk but was currently unemployed. Asked why, he said very solemnly, staring over the heads of his audience, "I couldn't see eye to eye with my last employer."

Observer

Observer

Where the two Mr. Heaths conflict

BY ANTHONY HARRIS

ERE IS a good deal of wry ısement to be had this week n Mr. Harold Macmillan's ount of his dropping of the t in 1962—of his personal overy that action against rheating in the economy no ger appeared to check infla-, his personal drafting of an omes policy and the change, ı Reggie Maudling to a cy of expanding out of ible. He was trying to dle problems which have still, ıe says, not been solved.

becomes steadily clearer much Mr. Heath's thinking onditioned by nostalgia for e days. The basic themes the same: faith in com- tion (remember the battle r resale price maintenance?), ope, the virtuous circle of wth. Some of the basic tegies have a hallowed his- —especially the notion that way to achieve growth is easy fiscal stance to stimulate and, accompanied by a tight etary policy to attract ign finance for the resulting cit. An incomes policy mally becomes a necessity in attempt to legislate away the ılts of this highly inflationary ture.

would not be fair, however, present Mr. Heath as a mere rbon of economic strategy, rgetting nothing and learning ing. He has shown a greater ingness than his predeces- to bow to the necessities of nging circumstances: to float pound, to foster an unpre- ented rise in interest rates, and now, it seems, to ration credit.

Unfortunately a policy adapted in this way becomes steadily less coherent as it changes:- and at present, certainly, it is legitimate to ask where the basic strategy now points, and how far the Government is prepared to carry changes through to their logical conclusion; for the present mix of policies might almost have been designed to generate *dilemmas*.

Heath Mark I, looking back to the 1960s, pulls one way; Heath Mark II pulls the other. Either, unhampered, might make some sense of the present situation, but together they are unlikely to get anywhere.

Broad view

Heath Mark I takes a broad view. The Government manages something quite general called demand, and does its best to see that another generalised force called competition ensures the appropriate responses. He points to his own firm intentions, and to the broad opportunities of Europe, and waits confidently for a response.

Heath Mark II is a troubleshooter, a one-man fire brigade. When markets fail to produce the desired response, he intervenes — spends the reserves, calls for special deposits, issues guidance, offers subsidies, imposes new rules. Unfortunately *these interventions do not only* frustrate the operation of the Mark I system, but are themselves operating in an environment where they have the least chance of success.

This difficulty stretches back into basic economic strategy. The basic Maudling growth *strategy, for example,* predicted not only a firm underlying confidence (which proved remarkably robust until Labour came to power), but a fairly robust international and domestic monetary system, where the necessary deficits could be covered by borrowing without too much fuss. The fatal flaw in the strategy, in its own terms, was that it was based on an over-valued exchange rate.

When Mr. Heath came to power, the circumstances were very different, and at first it was hoped that export opportunities, reinforced by the success of the European negotiations, would look after expansion. But the persistence of wage inflation was undermining *confidence—the most important* similarity to the situation facing Mr. Macmillan in 1962.

When the Maudling strategy was finally adopted, late and reluctantly, two further changes had occurred: both the exchange rate and the interest rate were effectively floated, the first out of necessity, the second in pursuit of the broad Heath view of markets. In these much more sensitive markets, a fiscal push even on the Maudling scale would have caused disturbance: *the much more violent push we* have experienced has of necessity caused very large movements in the exchange rate and the interest rate.

It becomes steadily clearer how much Mr. Heath's thinking is conditioned by nostalgia for the days of Mr. Macmillan.

The result has been both to discredit the strategy and to cast doubt on the system. The City yearns almost for a Selwyn *Lloyd to restore* the fiscal balance and relieve the monetary strain: and it is not easy to see why the Government is so frightened of imposing any overt restraint on demand at a time when a now undervalued currency holds the promise of export-led growth. (Present projections of revenue and public expenditure seem to be fairly encouraging for those who wish to see the balance restored, but cannot affect confidence unless they are spelled out.)

It is the restoration of fiscal balance which will restore the balance of payments, as it did in 1969-70. The lower exchange value of the pound merely creates the condition in which *this can be done without* a major economic stop (and the circumstances now seem more favourable than after the 1967 devaluation).

This would be a Mark I approach, operating on demand in general; but it *is* greatly hampered by the Mark II necessity to offer a further rise in real wages as the price of continued control of domestic costs. Is it possible to raise real disposable incomes (which have *been severely* restrained this year by a combination of import price inflation and fiscal drag) while meeting Mr. Barber's desire to keep consumption in line with productive potential?

Part of the answer is being sought in the restraint of public consumption: part, most un*fortunately in its implication* for investment, in the limitation of profits. But perhaps the most powerful aid, if it could be summoned up, would be an improvement in the rate of saving. It is one of Mr. Heath's sharpest disappointments (and one which has undermined his tax strategy) that there has not been a spontaneous rise in saving under Conservatism.

Equation

Since saving is measured as the difference between income and consumption, the encouragement of new saving by higher interest rates and lower taxes is only one side of the equation. The discouragement of consumer borrowing has just as powerful an effect in lowering consumption in relation to income.

It is therefore entirely logical that, while the Downing Street talks about incomes seem to be going unfavourably for companies, the directive last Friday from the Governor of the Bank of England should be trying to bias the credit system in favour of them. It is part of the basic Conservative *hope*, dating back to Iain Macleod, that growth can *be fostered* by higher personal saving matched by higher industrial investment.

But can this result be achieved by directives to the banks? The whole move towards a generalised system of credit control was made in the realisation that it is almost impossible to regulate credit according to its end uses. Loans to industrial companies, for example, can soon work through the trade credit chain to retail credit: the only result is likely to be a certain amount of price differentiation against the kind of lending which the Government wishes to discourage.

A more consistent Mark II answer would surely be to operate directly on the activities it is desired to discourage. The Government is already thinking in terms of imposing new financial burdens on property developers, and some Conservatives privately *regret* the decision to restore tax allowances against personal *borrowing (very Mark I, this).*

This approach could readily be extended. Hire purchase controls were becoming increasingly ineffective: but the Government must be sorely missing some weapon through which it could operate selectively to control the demand for cars and other durables, perhaps by a regular tax. Since trade in these goods is heavily dependent both on credit and *on marginal imports, this is a* control which operates directly both on the balance of payments and the money supply, whether it is operated through the supply of credit or the demand for the goods.

It would be especially appropriate in industries like the motor industry, where there are supply problems and frustrated export opportunities. The attempt to tailor monetary demand to potential supply is equally the aim of the Government's talks with the building societies.

Realities

The fact that the Government is being steadily driven into an attempt to control the economy in greater and greater detail rather than through broad general measures reflects not only the emergencies it has created for itself, but certain underlying realities—the concentration *of* market power in the unions and large companies which can pass on cost increases: the price effect of heavy credit-financed investment in such assets as housing: the long and variable time-lags in the responses of production to demand; and the fact that the fate of the economy cannot be left to financial markets dominated by volatile expectations.

Heath Mark II is more of a realist than the visionary Mark I. His problem is that there is desperately little time to make the new approach coherent, and to make it work.

Labour News

Peace prospect in newspaper dispute

BY OUR LABOUR STAFF

NEW HOPES of a settlement in Fleet Street newspapers pay dispute were raised yesterday after a meeting between the Newspapers Publishers Association and four production unions.

After the meeting, Mr. Joe Wade, assistant general secretary of the National Graphical Association, said: "There is now a *good prospect of reaching a* settlement. We shall be meeting the NPA again next week."

He said the unions had set up a working party to discuss the NPA's latest proposals.

The dispute arises from a Pay Board ruling that 8 per cent. pay rises under a threshold clause agreed last year cannot be brought forward from October 1 to the beginning of July.

The unions had rejected an NPA proposal that some £250,000 due to them under the *threshold deal should be put* into trust funds for benevolent purposes.

Mr. Wade said yesterday that the working party would now examine NPA proposals for the money to be secured with interest and paid out to workers when possible. One of the main areas of dispute appears to be the rate of interest.

The NPA said later: "We have had a *constructive discussion* on the outstanding problems relating to the threshold agreement."

WILLIAM PRESS PEACE BID

Another attempt to try to settle a five-week-old strike of 240 workers at the Howdon Yard of William Press Productions Systems will be made in Newcastle this afternoon. Senior management representatives will *meet a union delegation* which will include the works convener.

Ministry aid sought for building register scheme

BY JOHN WYLES, LABOUR STAFF

EMPLOYERS AND unions in the building industry are to meet Ministers Thursday next week in a bid to enlist Government aid for the industry's voluntary registration scheme aimed at curbing the widespread use of self-employed labour—known at its worst as the "lump."

The Government is expected to offer to set up a working party to examine the industry's proposals and also wide-ranging plans which have been put to Ministers by the TUC's construction committee.

This proposal was discussed yesterday at a meeting at the Department of the Environment of the building and civil engineering national consultative committee.

As outlined by Mr. Paul Channon, Minister for Housing and Construction, it is envisaged the working party would offer recommendations for action against the industry's employment problems by Christmas.

Building employers were elated yesterday at the timing of the working party idea. At a meeting with Mr. Channon next week, which will also be attended by Mr. Robin Chichester-Clark, Minister of State, Department of Employment, they are likely to stress their preference for limiting discussion to suggestions for dealing with the "lump," which are being put forward by the industry's national joint council.

These involve changes in taxation laws affecting self-employment and the allocation of public sector building contracts to companies which have signed the industry's voluntary register of employers.

Statutory

The TUC's proposals are more wide-ranging and include a statutory registration scheme for both employers and workers to ensure a more permanent employment pattern.

The national joint council approach to the Government was agreed last July when employers and unions undertook to set up a voluntary register of construction companies who would take steps to ensure the direct employment of labour.

Union leaders warning on economy talks

FINANCIAL TIMES REPORTER

ON THE eve of to-day's talks on the economy between the TUC and the Prime Minister at Downing Street, three trade union leaders yesterday issued a joint warning that there is "no possibility of any acceptable deal being done between the unions and the Government and they should now all be frank enough to admit this."

The three general secretaries — Mr. Clive Jenkins of the Association of Scientific, Technical and Managerial Staffs, Mr. Ray Buckton of the Associated Society of Locomotive Engineers and Firemen and Mr. Bill Kendall of the Civil and Public Services Association — called on the TUC to prepare a manifesto "for the advance of British people in their pay, conditions of service and a say in their destinies at their places of work.

"Together—and we speak for our members besides our unions—we are determined to make sure that regardless of any Phase Three our members will not only have a chance to defend their existing standards of life but to improve them in real terms in a way that ought to be possible in any industrialised society."

The three men warn that estimates by their unions' research departments show that price increases this year will look "insignificant" compared to increases in food and other essential costs next year.

● Members of the Society of Civil Servants stopped work for more than two hours yesterday to attend meetings demanding the back payment of "special case" pay increases for civil servants recommended by the Pay Board in a report last week. Union leaders took to 10 Downing Street a copy of a resolution *which was passed in a meeting* of around 2,000 people at Central Hall, Westminster.

More Labour News Page 14

S.E. jobber stops trading in some Australian shares

BY NICHOLAS OWEN

R. A. BLACKWELL, a London Stock Exchange jobbing firm, yesterday stopped making a market in Australian mining and industrial shares—ten days after running into problems on deals arranged following Australia's decision to revalue its currency by 5 per cent.

In a Stock Exchange notice, Blackwell emphasised that the "substantial Australian commitments" involved had been cleared up. What were described as "a combination of circumstances beyond the Board's control" had led to the withdrawal.

Australian mining issues sprang to prominence four years ago, when prices—notably that of Poseidon, the nickel exploration company — soared on speculation about huge mineral discoveries.

Difficulties

When the apparent "nickel boom" faded, prices relapsed. There were widespread falls at the beginning of last week following revaluation of the Australian and New Zealand dollars. It seems that Blackwell's difficulties resulted from trading *between London and Australia on* the night after revaluation was announced.

Prices of Australian issues had begun to recover again, but turned lower yesterday. Dealers attributed this more to local Australian market conditions than Blackwell's move.

Mr. David Blackwell, chairman of the firm, commented that the situation was "very much under control." He would give no details of the losses which the business had sustained.

There were widespread suggestions in the market that some members of Blackwell staff had left following the withdrawal, but Mr. Blackwell would not be drawn. He said: "We are definitely not commenting on that. We feel that is our own private area."

Blackwell, which was one of four jobbers making prices in Australian mines, will continue to handle Australian oil stocks. It became a limited company 16 months ago, and has six directors and 29 member shareholders. In *August last year, it merged with* the firm of Da Costa, reducing the number of London jobbing groups to 23.

Two City merchant banks have shareholdings in Blackwell: Hambros, with 9.5 per cent. and Dawnay Day, with 14 per cent. When Hambros first bought into Blackwell last April, the business was valued at £2.5m.

GKN bid: Whitehall cause of EEC delay

BY NICHOLAS LESLIE

INDECISION by the British Government appears to be the cause for the increasing delay by the European Commission to rule on the proposed takeover by Guest Keen Nettlefolds of steel stockholders Miles Druce.

It is four months since GKN asked the Commission to be allowed to bid for shares it does not already own in Miles Druce. Permission was necessary because the U.K. is now a member of the European Coal and Steel Community.

GKN and Miles Druce—which is solidly against such a deal—have both presented their evidence and arguments.

Basic decision

The British Government's comments, however, are still awaited *by the Commission, and* a spokesman for the Department of Trade and Industry would say yesterday only that the situation was "still under consideration."

Basically, the Government must decide whether there should be a Monopolies Commission investigation before it presents its views.

Since both companies were studied when the first, abortive, bid was made last year (there was no monopolies probe then), it is fair to suggest that the Government already had much of the information it required to make up its mind when GKN came back for Miles Druce in May.

Meanwhile, GKN was yesterday granted the right by the European Court of Justice, in Luxembourg, to be heard at proceedings opened recently by Miles Druce.

GKN has a 39.9 per cent. shareholding in Miles Druce and the latter is seeking an order from the Court to prevent this stake being used in any way. It took this step after failing to get a similar type of restrictive order from the Commission.

A written undertaking has already been given by GKN not to use the shareholding.

Mr. David Robertson, chairman of Miles Druce, has written to shareholders outlining the background to the present situation. At the same time, results for the first half of 1973 have been published showing that pre-tax profits in the period jumped from £507,000 to £1.12m.

Mr. John Tyndall, chief executive of Miles Druce, yesterday remarked that the European Commission "clearly regard this as one of the most important cases to come to them for their decision. Furthermore, the structure of the U.K. steel industry, dominated by the British Steel Corporation as makers and by GKN as buyers makes this an important and complex domestic issue."

GKN and Miles Druce control around 25 per cent. of the steel stockholding market, and the latter has made it clear that this, together with the fact that GKN is one of the biggest producers of steel in the U.K. and the largest user, makes a Monopolies Commission probe essential.

German precedent

While this is the first time the Government has been required to deal with a takeover in a European context, Mr. Tyndall suggested yesterday that the Department of Trade and Industry would be expected to follow the precedent established by the German Government which recently referred the agreed merger of Thyssen and Rheinstahl to the Bundes Kartell AMT, the German monopolies commission.

Miles Druce's share price rose 4p to 151p yesterday, while GKN eased 6p to 290p.

HYDROFOIL SOCIETY

A joint meeting of the International Hydrofoil Society and the Institute of Marine Engineers will be held in London on October 30, when Baron Hanns von Schertel, the first president of the society, will hand over the office to Mr. Peter Dorey.

£2m. Glasgow property plan wins approval

GLASGOW Corporation's planning sub-committee yesterday approved a £2m. shopping and office complex in central Glasgow with a six-storey frontage in Cathedral Street: an eight-storey frontage in Buchanan Street and a five-storey frontage in Dundas Street.

The multi-storey development by Metropolitan Estates and Property involves the closure and covering over of Dundas Place with a shopping mall and making part of Dundas Street a pedestrian area.

Designed by Honeyman Jack and Robinson, Glasgow, the project provides 30,700 square feet of shopping space on two floors and more than 101,000 square feet *of office space. Only one third of the existing property* at the site still needs to be demolished and it is hoped to start construction work next summer.

U.S. payments deficit lowest for 3 years

BY ADRIAN DICKS

WASHINGTON, Sept. 19.

THE U.S. Balance of Payments registered a deficit of $782m. on the current and long-term capital accounts during the second quarter of this year, according to revised figures issued by the Department of Commerce to-day. This was an improvement of some $165m. from the first quarter, and the smallest quarterly deficit in three years.

By comparison with preliminary figures issued a month ago, to-day's announcement makes the improvement in U.S. export performance look even stronger than had been supposed, with a deficit of some $290m. on the merchandise trade balance during the quarter compared to $294m. reported in August. This compares with a deficit of $960m. during the first quarter of this year, and of $1,774m. during the second quarter of 1972.

On goods and services together, there was a surplus of $616m., though this was offset by other current items to yield a deficit of $314m. on current account.

Revised figures for the capital account show a deficit of $562m. in long-term private capital flows, though this was more than offset by a $1,983m. surplus of liquid private flows.

On an official reserves transactions basis, there was a surplus of $376m. during the quarter, compared with $463m. estimated in the preliminary figures a month ago.

Drinks, drugs driving offences rise over 20%

MOTORING OFFENCES last year totalled 1.8m., 12.5 per cent. up on 1971, while offences for driving *under the influence of alcohol or* drugs rose by more than 20 per cent.

Home Office figures issued yesterday showed there were 98,125 disqualifications at magistrates courts, up 14.4 per cent. In crown courts the figures rose by 13.8 per cent. The police issued 2.5m. fixed penalty notices, an increase of 26 per cent.

Dangerous driving showed a 13.2 per cent. increase, while careless driving offences rose by 7.4 per cent. to 146,335. There were 55,390 offences for driving on drinks or drugs.

Motorway offences rose by 37.5 per cent. to 10,488; and offences for vehicles in defective or dangerous condition increased 11.8 per cent. to 209,930.

COMPANY NEWS + COMMENT

BBA ahead by £½m.

CHAIRMAN of the BBA Group Mr. Frank Pearson reaffirms his June expectations of a good increase in total profit for 1973 as a whole and expects the profit in the second half to be higher than in the corresponding period of 1972.

However, the rate of progress in the group as a whole recorded in the present figures—pre-tax profits up from £1.88m. to £2.39m. for the first half—is unlikely to be fully maintained in the second six months, he says.

One of the reasons is the shortage and excessive cost of certain raw materials. For 1972 the profit was £4.19m.

Earnings per share are shown to have increased from 2.99p to 3.5p.

An unchanged interim dividend of 0.7p net is declared, equal to 1p. The previous total was 3.05714p.

	First half 1973 £000	1972 £000
Group sales	26,057	20,888
U.K.	12,031	10,272
Overseas	14,026	10,616
Exports	2,651	2,115
Net trading	3,548	2,574
Depreciation	958	750
Bank and loan int.	242	164
Debenture int.	100	100
Operating profit	2,248	1,540
Share associates	139	85
Profit before tax	2,387	1,885
U.K.	953	744
Overseas	1,434	1,141
Taxation	1,028	725
U.K.	445	298
Overseas	583	427
Net profit	1,359	1,160
Minorities	176	152
Attributable to BBA	1,183	1,008
Interim dividend	226	227

The chairman states that the marked improvement in sales during the first half of 1973 has resulted again in higher operating profits. Group sales at over £26m. were up almost 25 per cent. compared with the corresponding period of last year.

The half-year profit rise is 27 per cent. more than that earned in the corresponding period of the previous year. Increases have been achieved both at home and overseas and in both automotive and industrial fields, he says.

The group is based at Cleckheaton and manufactures friction materials, conveyor belting, asbestos, textiles, glass fibre products and mechanical handling systems.

● comment

BBA had a dull second half overseas last year—only 5 per cent. growth in profits before tax—but the opening months of 1973 have changed all that: the non-U.K. side has increased profits by a quarter. The U.K. performance, up by 28 per cent., has been better still and yesterday's 3p fall in the share price to 68p looks like a simple case of moving with the market on a dull day. True, the group has reservations to make about costs and raw material shortages in the current half, but an 11 net p/e on past 12-month earnings still looks a very fair price to pay for an engineering stock with well over half its earnings derived from outside the U.K.

HIGHLIGHTS

P & O is making a one-for-one scrip issue and reckons that the forecast £20m. pre-tax profit will be "substantially exceeded": borrowing powers are also being increased. The implications are discussed in the Lex column where there is also comment on the **Rio Tinto-Zinc** half-year figures with profits well in line with expectations. **Miles Druce** has produced doubled first-half profits and a comment on the GKN situation, while from the insurance sector **Eagle Star** and **Phoenix** are reporting at mid-term (see Lex) along with brokers **Alexander Howden.** Half-term news predominates elsewhere: **BBA** reports pre-tax profits up by a quarter but has some reservations about second-half growth in the light of rising costs and material shortages; **Dorada** is up by almost a fifth, **Spear and Jackson** by three-quarters and **Berwick Timpo** by a third. In Bids, **London and County** has made known its terms for Inveresk (see Lex).

Spear and Jackson advance

ON A TURNOVER up by £3.1m. to £8.8m profits of Spear & Jackson International, makers of steel, saws, hand tools and cutlery, have gone ahead from £385,000 to £675,000 in the 26 weeks ended June 30, 1973.

In the second half, chairman Mr. S. M. Bartolome is expecting continuation of the growth in sales and profits and the final result for the year should be satisfactory.

The interim dividend is 4.112 per cent. net—equal to 5.874 per cent. gross, compared with 5 per cent. The 1972 total was 18.375 per cent. paid on profits of £990,000.

	1973 £000	1972 £000
	First half	
Turnover	8,900	5,700
Profit	675	385
Taxation	320	150
Net profit	355	235

The chairman states that all the operating subsidiaries have produced sound performances in the first half. The trend established indicates further improvements in second-half profit after taking into account increases in the costs now being encountered.

In particular, the group's international business continues to flourish. Exports from the U.K. have increased by 50 per cent. over the corresponding period of 1972 and the overseas subsidiaries are expanding vigorously.

John Bedford & Sons (acquired in May, 1972) is developing strongly and its contribution to group profits in the first six months was above target.

● comment

Spear and Jackson has continued on the rapid growth trend, which began in the second half of 1972 into the first six months of the current year to lift profits by 75 per cent. before tax on a 54 per cent. rise in sales. The two latest acquisitions, John Bedford and Atkins Saw, accounted for around £100,000 of the pre-tax rise but the main growth has clearly come from the original group. Demand has been high in every division, particularly overseas, and the group has also felt the benefit from a recent cost-tightening operation. Since Bedford was included in the second half of 1973 (to the tune of around £59,000) it might be wise to expect some easing in growth in the second six months. However, this is unlikely to be very severe, and full-year profits of around £1.4m. pre-tax look a minimum target. That puts the shares at 135p on a net prospective pe of around 9.8 where they seem good value, especially since the group is about to carry out a considerable expansion and modernisation programme on its industrial side which should begin to pay off in 1974.

Midway rise by Collett Dickenson

THE ADVERTISING agency Collett Dickenson, Pearce International reports an advance in group profit, before tax for the six months to June 30, 1973, from £173,219 to £255,989. For 1972 profit totalled £512,186.

	Six months 1973 £	1972 £
Profit before taxation	255,989	173,219
Taxation	137,000	80,298
Net profit	118,989	92,921
Minority loss	10,774	1,383
Making	129,763	94,304

The directors state that current trading remains excellent.

An interim dividend of 1.1025p net is declared, equal to 1.575p gross (1.5p). Previous total was 3.15p.

Dorada's first half growth

FIRST-HALF 1973 turnover of Dorada Holdings expanded from £11.79m. to £15.49m., and pre-tax profit advanced from £350,000 to £402,000. The figures for the year 1972 were £24.29m. and £558,000 respectively.

An interim dividend of 6.615 per cent. net—equal to 9.45 (9) per cent. gross—is declared. The 1972 gross total was 21 per cent.

	Six months 1973 £000	1972 £000
Motor turnover	14,803	11,171
Engineering	688	617
Total turnover	15,491	11,788
Motor profit	307	258
Engineering	76	68
Hire purchase profit*	19	24
Pre-tax profit	402	350
Taxation	191	140
Net profit	211	210
Retained	131	105

* Company sold last May.

Two small motor depots which yielded unacceptable returns have ben closed and sold. Termination and redundancy costs have been offset by some of the profits from the sale of the properties.

Negotiations for the acquisition of a Ford main dealership are in progress, the directors state. The "guestimate" is that the cost of the acquisition will be around £750,000.

Last May the chairman, Mr. T. Kenny, referred to the "great potential" of some of the group's properties. He reports that three sites have been selected for the first phase of these developments, and planning applications have been made.

Due to other commitments, Mr. Michael Allsopp intends to resign from the Board on September 30

● comment

The picture from **Dorada** at half-time is one of a fairly healthy return from the motor division—profits up by 19 per cent. on the corresponding period and more than double those of the preceding six months—while on the less-important engineering side profits are 12 per cent. higher than during the same period a year ago but 18½ per cent. down on June/December, 1972. The problem with the latter has been shortage of labour. However, the chief headache at present is the likely disruption in supplies from the motor manufacturers, and it may be over-optimistic to expect profits to match those for the past twelve months—£670,000 pre-tax, excluding the contribution from a finance company now disposed of and an annualised figure of £32,000 from the Comberhill acquisition. But even assuming that this is attainable, the shares at 80p, on a perspective 10½ p/e, look fully-priced in relation to an uncertain outlook.

Trevor Humphries

Mr. A. B. "Sandy" Marshall, managing director of P & O, which is forecasting pre-tax profits for the current year of "substantially" over £20m.

DIVIDENDS ANNOUNCED

		Current payment %	Date of payment	Corresponding div. %	Total for year %	Total last year %
BBA	int.	0.7†§	Jan. 7	1	—	3.06
Berwick Timpo	int.	0.83†(e)	Jan 1	0.79*	—	1.91*
Bifurcated Eng.	int.	0.87†§	Oct. 16	1.25	—	3.3
Bisichi Tin		1.43(u)	Oct. 18	5	1.43	5
Brixton Estate	int.	6.25(f)	Nov. 8	6.25*(j)	—	9.1*
Collett, Dickenson	int.	1.57(a)†	Nov 28	1.5	—	3.15
DWEK Group	int.	3½(p)	Jan 7	nil	—	nil
Dorada Holdings	int.	9.45(d)	Jan 4	9	—	21
Eagle Star	int.	3†(h)	Jan. 15	3.81*	—	5.91*
East Asiatic Rubber		1.1(o)†	Nov 8	1.13	2.1	2
Edinburgh and Dundee Inv.	int.	1.12†§	Nov 6	1.6	—	3.6
Grampian Holdings	int.	4(g)	Jan. 4	2½	—	14
Alexander Howden		7‡	Jan 7	10*	—	26.67*
Malayalam Plants		0.70†§	Oct 27	1.0	1.5	1.5
Miles Druce	int.	3.2(s)†	Jan 2	3	—	6.56
New World Investemnts	int.	3(t)	—	—	—	9
Phoenix Asurance		5(k)†	Jan. 2	4.5	—	9.98
Readymix	int.	22½	Oct 19	18	—	50
Rio Tinto-Zinc	int.	3.31†(m)	Jan 3(n)	2	—	6.28
Sale Tilney	int.	2.5(q)†	Dec 7	1.87	—	5
Siemssen Hunter	int.	1.05†(b)	Jan 24	1	—	2.3
Spear and Jackson	int.	5.87(c)	Jan 4	5	—	18.38
Trafford Park Est.		1.75†§	Nov. 15	2.5	3.94	3.75
Wades Stores		8(r)	Nov 23	6.66*	13	10.83*

* Equivalent after allowing for scrip issue. † Pence per share. ‡ On capital increased by rights and/or acquisition issues. § Net equal to last year's gross. (a) Gross of 1.1025p. (b) Gross of 0.735p. (c) Gross of 4.112 per cent. (d) Gross of 6.615 per cent. (e) Gross of 0.585p. (f) Gross of 4.375 per cent. (g) Gross of 2.8 per cent.—in line with policy of having balance between interim and final payments. (h) Gross of 2.1p. (j) Payable as to first and second interims. (k) Gross of 3.5p. (m) Gross of 1.62p. (n) Currency conversion date will be December 5. (o) Gross of 0.77p. (p) Net. (q) Gross of 1.73p. (r) Gross of 5.6 per cent. (s) Gross of 2.24p. (t) Gross of 0.325p. (u) Gross of 0.10p. (w) Gross of 8.085 per cent.

Big rise at Berwick Timpo

REPORTING progress at the half way stage, the directors of Berwick Timpo (toys and games) express their confidence that turnover and profits for 1973 will be "substantially ahead" of the respective £3.19m. and £562,000 achieved in 1972.

For the first six months, turnover has improved from £1.21m. to £1.79m. and profit from £167,226 to £224,450.

The interim dividend is 0.83p gross, or 0.585p net, compared with the equivalent of 0.79p. Total for 1972 came to 1.91p.

In the half year, the company opened and put into production a factory at Hillington, near Glasgow, for the manufacture of a new line of dolls' house furniture. The initial costs have been absorbed in the accounts. Output of dolls' furniture has now increased and this operation should contribute to the group's performance during the second half.

Orders for both operating companies are running well ahead of 1972 and in particular the sales of "Daisy," the Mary Quant range, have exceeded expectations.

	First half 1973 £	1972 £	Year 1972 £
Turnover	1,785,647	1,206,732	3,186,243
Profit before tax	224,450	167,226	562,111
Taxation	106,914	66,508	202,447
Net profit	117,536	100,718	359,664
Preference div.	1,167	1,932	3,612
Ordinary	21,619	21,535	74,539

● comment

The implied drop in margins in a profits gain of a third on sales up 50 per cent. from Berwick Timpo after six months reflects start-up costs of a new factory and the introduction of new lines; though the benefits of higher volume should follow later. At the moment orders over the group as a whole are some 50 per cent. higher than at this time a year ago, with the main growth areas in the "Daisy" doll and doll's house furniture. That being the case, earlier profits estimates for the year of £¾m. pre-tax should still hold good—this would require a maintained growth rate in the second six months. The shares have dropped some 15p since the April preliminary statement to 75p, where the prospective p/e is a safe-looking 9½.

Sale Tilney well ahead at half-way

Reflecting in part the benefit of efforts made to reduce the imbalance between the two halves of the year, Sale Tilney reports a substantial improvement in first-half pre-tax profits from £165,000 to £262,000.

For the previous full year to November 30, 1972, a group profit, before tax, of £561,000 was announced.

An interim dividend of 1.75p net is declared, equal to 2.5p gross (1.875p) and the Board hopes to maintain a higher level of distribution for the final, but this will depend on regulations then in force. Previous total was 5p.

Owing to delays in the installation of new plant, the benefits which were referred to by the chairman in the annual report of furtherp rofits arising from substantial capital expenditure in the food division are not yet reflected in the above results, it is stated.

	1973 £'000	1972 £'000
Turnover	11,428	9,515
Trading profit	262	185
Estd. Tax	134	92
Net profit	128	93

S.W. Trust (S. Africa)

From net earnings of 1.52 cents, against 1.2 cents per share, Slater Walker Investment Trust (of South Africa) is raising its interim dividend from 1 cent to 1.25 cents.

Net profit for the half-year to August 31, 1973, was £143,034 (R72,148) after tax of R24,274 (R3,254).

Quoted investments of R4,649,758 (R2,797,189) had a market value of R5,316,567 (R6,008,665). The net worth per share was 102 (106) cents.

Alex Howden over £3m. midway

FIRST HALF 1973 profits of international insurance brokers and shipping agents Alexander Howden Group rose from £2.4m. to £3.06m.

This time takes in £294,930 share of principal associates, mainly Manor Insurance. Comparative figures are not available.

After tax and minority interests, net profit was up from £1.39m. to £1.69m. The gross interim dividend is effectively held at 10 per cent., or 7 per cent. net. Total for 1972 was equal to 26.67 per cent. from a net profit of £3.15m.

	First half 1973 £	1972 £
Trading, etc., profit	2,924,394	2,541,088
Depreciation	99,252	81,361
Interest charge	53,378	54,778
Principal associates	294,930	—
Profit before taxation	3,066,694	2,404,949
Taxation	1,350,000	1,000,000
Minority interest	23,977	12,082
Net profit	1,692,717	1,392,867
Dividend	329,019	467,833
Retained	1,363,698	925,034

With the object of increasing the one-third interest in Manor to 50 per cent., agreement in principle has been reached with Sentry Insurance, Wisconsin (subject to approval by the authorities concerned) for Howden to subscribe in 1974 new shares in Manor, to be is[sued] for cash at pro rata of the asset value at December 31, 1[973].

● comment

The half-time results f[rom] Alexander Howden are confi[rmed] by the inclusion this time of associated companies' pr[ofits]. However, taking a line betw[een] 13 per cent. progress at How[den] itself and 27½ per cent. growth at pre-tax level, it w[ould] seem that the overall advance of the order of 18 per cent., w[hich] is above market expectati[ons]. Much of the impetus has c[ome] from a buoyant U.K. bro[king] division and higher investm[ent] income, while Manor is cle[arly] doing exceptionally well—as is shipping side (minorities more than double). Unoff[icial] profit estimates range up to £[...] pre-tax; taking 7p net earn[ings] as the likely outcome, the sh[ares] at 88p are on a prospe[ctive] multiple of 12½. This th[ough] below the sector norm—estim[ated] at a prospective 15—is expla[ined] by the underwriting contents [and] takes little account of the [...] record in recent years.

UNIT TRUSTS

Paneuropean Property

Pan-European Property Unit Trust has been formed to enable tax exempt U.K. Pension Funds to invest directly in European property on a co-operative basis. The trust is an unauthorised unit trust and is not subject to corporation tax or capital gains tax in the United Kingdom. The trust will be managed by a management committee under the chairmanship of Mr. Hugh Jenkins, representing the National Coal Board Pension Funds.

The committee have appointed Jones Lang Wootton as consultant surveyors and managing agents. Richard Ellis and Jones Lang Wootton have been appointed independent valuers. Bankers and financial advisers to the trust are Samuel Montagu and Co. Ltd.

The trust will make issues of units on January 1, April 1, July 1 and October 1 each year. The initial issue of units will be on October 1 at a price of £25,000 per unit. Funds will be able to subscribe for fully paid units or for partly paid units, for which only 50 per cent. of the issue price will be paid on application. The balance being payable at a later date if the management committee consider is necessary.

MORGAN GRENFELL INCOME FUND

Morgan Grenfell Income Fund is making an interim distribution of 0.8p net (1.1p gross) for the half-year to July 31, 1973, payable forthwith against 0.65p net for the first half of 1972.

The principal changes to the portfolio over the past six months have been the introduction of an overseas element, with French and American stocks now constituting 15 per cent. of the Fund, and the increasing of the [...] element to 21.9 per cent. [...] per cent.) at the January [...] end.

The major domestic port[folio] changes include an increas[e in] holdings in the engineering [and] motor industries and reduc[tions] in aircraft, building, textiles [and] fixed interest stocks.

Jascot Compound

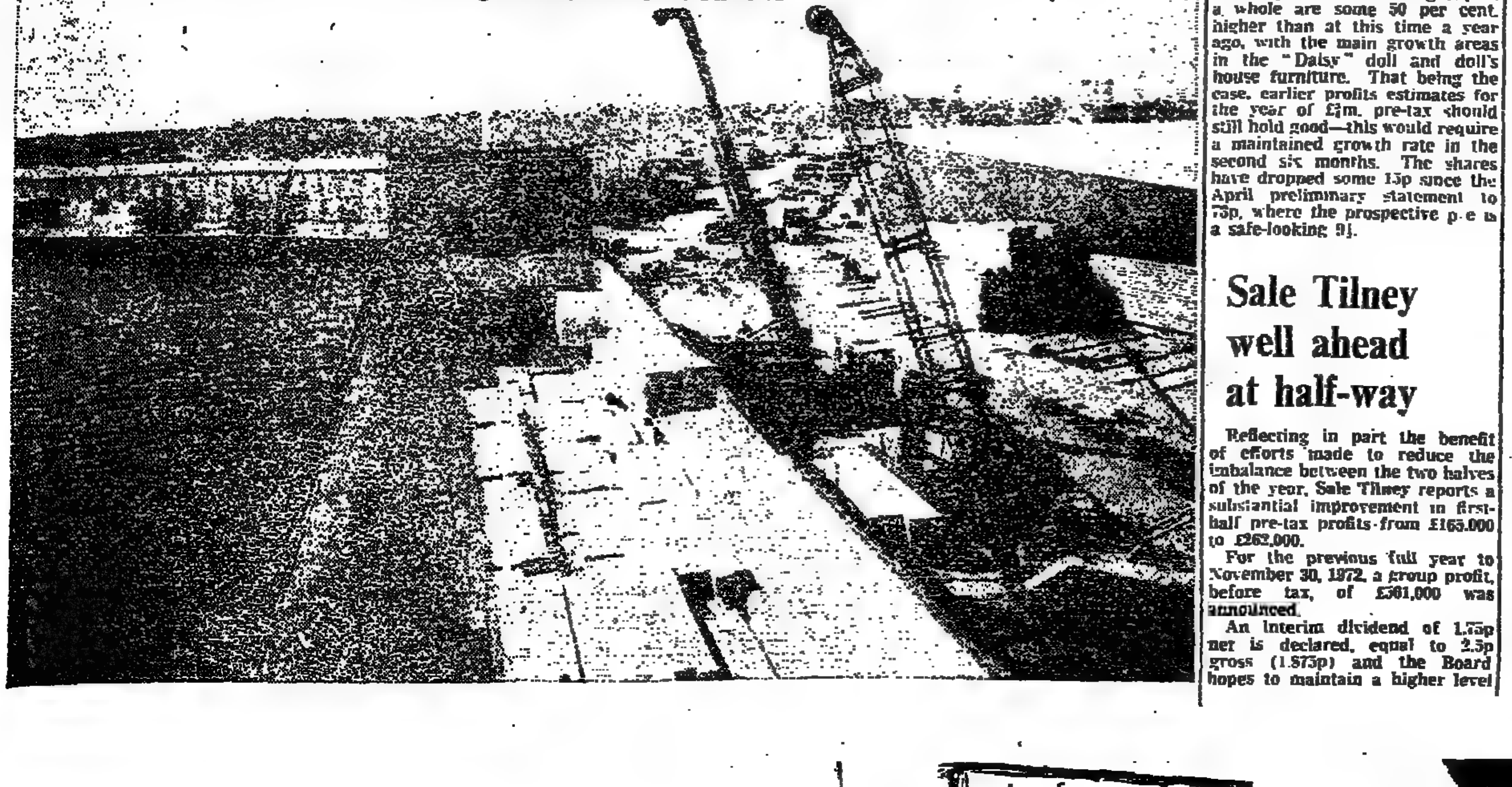
The final distribution on [units] in Jascot Compound Fund fo[r the] year ended July 31, 197[3 is] 0.8112p per unit, paid on Sep[tem]ber 15, 1973. This is equivale[nt to] a gross annual yield of 9.2 [per] cent. on the initial issue pric[e].

EAGLE STAR INCOME BOND

Eagle Star Insurance is off[ering] a return of at least 8.1 per [cent.] net of tax at 30 per cent. o[n] Star High Income Bonds f[or a] minimum investment of £[...]. The return differs with age [and] increases to 8.9 per cent at 80 for men.

● comment

Eagle Star's High Income [Bond] provides a useful alternati[ve to] other forms of fixed-int[erest] savings. The guaranteed ra[te of] return has advantages over [that] of, say, a building society, [whose] rates fluctuate. Backed by a [sub]stantial group, these bonds [are a] first-class security. But [the] investor should note the surrender penalties before [com]mitting his cash. Higher [rate] taxpayers should also be aw[are of] the additional tax liability [which] may have to be faced at the [end] of the period.



RTZ doubles first half earnings

[illegible]T PROFIT attributable to [illegible]reholders of Rio Tinto-Zinc [illegible]poration for the first half of [illegible]3 was more than doubled, [illegible]m £11.5m. to £23.8m.

[illegible]nd, in effect, it is only £3.7m. [illegible]rt of that achieved for the [illegible]r 1972.

[illegible]n prospects for the current [illegible] months, the directors state [illegible] present indications point to [illegible]fits being "considerably [illegible]her" than those of the first [illegible]f. Since June 30, the copper [illegible]e has risen substantially, and [illegible]es of other base metals have [illegible] advanced significantly.

[illegible]he interim dividend is 2.31p [illegible]ss or 1.62p net, compared with [illegible] It is payable on January 8 [illegible] currency conversion date [illegible] be December 5. Total for [illegible]2 was 6.28571p.

[illegible]irst-half sales were £357.8m., [illegible] advance of £98.5m. Bougain[illegible]e Copper contributed £36.4m. [illegible] the increase with a full six [illegible]nths trading compared with [illegible]y three in 1972. The average [illegible]E. copper price was £588 per [illegible]ne against £426 and £428 for [illegible] 1972 year.

[illegible]amersley's sales revenue [illegible]eased by £14.1m. due to the [illegible]her tonnage of iron ore [illegible]pped, although revenue per [illegible]ne was lower because of the [illegible] in value of the U.S. dollar. [illegible]d and zinc prices improved [illegible] were mainly responsible for [illegible] rise of £14m. in sales revenue [illegible] the Australian Mining and [illegible]elting Group. The RTZ Pillar [illegible]up achieved an £18.9m. [illegible]ease in sales the major part [illegible] which arose in the U.K., [illegible]ecting the higher level of [illegible]nomic activity. Rio Algom, [illegible] Borax and Palabora also [illegible] better.

	First half 1973 £m.	*1972 £m.	Year 1972 £m.
[illegible]s revenue	257.3	258.8	563.0
[illegible]ating profit	77.8	39.3	102.4
[illegible]ciates	2.9	3.5	9.9
[illegible]stment income	6.6	2.0	1.2
[illegible]est receivable	5.4	2.3	5.3
[illegible] profit	91.7	46.6	118.2
[illegible]est payable	16.1	7.9	23.2
[illegible]it before tax	75.6	38.7	95.0
[illegible]tion	27.8	15.4	39.3
[illegible]ide holders	24.0	11.8	31.3
[illegible] attributable	23.8	11.5	26.3
[illegible]erence div.	0.2	0.3	0.4
[illegible]nary	3.6	4.4	11.0
[illegible]nings	10.74p	5.18p	13.38p

[illegible]djusted to account for Anglesey [illegible]minium as an associate.

[illegible]t £75.6m., profit before tax [illegible]wed an upsurge of £36.9m. Of [illegible] increase £23m. was contri[illegible]ed by Bougainville and £3.1m. [illegible]e from the share of Lornex [illegible]ing, included under asso[illegible]es. (Lornex was not operating [illegible]he first half of 1972). Palabora [illegible]roved by £3.3m. and increased [illegible]fit was also earned by Aus[illegible]ian Mining, Pillar and Borax. [illegible]ersley's figure was lower due primarily to the reduction in revenue per tonne and to the inclusion of fixed charges for the new mine at Paraburdoo, which operated below full capacity (Paraburdoo was not in operation during the first half of 1972). A loss was incurred by Anglesey Aluminium and on marketing the group's share of metal output.

Copper operations at Bougainville and Lornex, both still in the tax-free period, accounted for £10.1m. of the increase in attributable profit.

BOARD MEETINGS

The following companies have notified dates of Board meetings to the Stock Exchange. Such meetings are usually held for the purpose of considering dividends. Official indications are not available whether dividends concerned are interims or finals and the sub-division shown below is based mainly on last year's timetable.

TO-DAY

Interims—Associated Fisheries, Booker-McConnell, British Ropes, Burmah Oil, Camrex, East Sussex Engineering, Fairview Estates, Henry Foster Building Products, Hepworth Ceramic, Home Counties Newspapers, London and Holyrood Trust, London and Manchester Assurance, London and Provincial Trust, Hugh Mackay, Manders, Marshall Morgan Scott, Prudential Assurance, Reeve Angel International, Schroders, Sheffield Twist Drill and Steel, Stone-Platt Industries, United Biscuits, Vickers.

Finals—Burndene Investments, R.T.V., Oliver Rix, Southern Kinta Consolidated.

FUTURE DATES

Interims—	
Business Computers	Sept. 25
Ranger Investments	Sept. 25
Hay (Norman)	Sept. 27
Legal and General Assurance	Sept. 26
Lyon and Lyon	Sept. 27
Matthews (Bernard)	Sept. 27
Sellincourt	Sept. 27
Senior Engineering	Oct. 8
Sharna Ware	Sept. 25
Simon Engineering	Sept. 24
Tomatin Distillers	Sept. 25
Finals—	
Casket (S.)	Oct. 24
McLeod Russel	Sept. 25
Wankie Colliery	Sept. 26

Alexander Stephen

A £70,000 turnround in the shiprepairing side helped Alexander Stephen and Sons to lift its net trading surplus from £7,774 to £83,498 for the year to March 31, 1973.

After an exceptional credit of nil (£45,989) and a tax credit of £1,800 (nil) surplus after tax improved to £85,298 against £53,763.

The directors propose to bring the dividends to Preference shareholders up to date, including four years' arrears. They do not intend to recommend an *Ordinary dividend. Last payment* totalled 15 per cent. in 1965.

	1972-73 £	1971-72 £
Engineering	46,173	38,275
Shiprepairing	39,321	*32,554
Misc. activities	*1,996	2,050
Net trading surplus	83,498	7,774
Exceptional Credit	—	45,989
Tax credit	1,800	—
Surplus after tax	85,298	53,763
Pref. divs.	26,440	5,288
Retained	58,858	48,475

* Deficit.

£0.3m. from Bifurcated at half-way

DESPITE HIGHER bank and loan interest, up from £17,000 to £28,000, Bifurcated Engineering has lifted pre-tax profit from £171,000 to £305,000 for the half-year to June 30, 1973.

The second half results are expected to be at least comparable with those for the first six *months.*

The interim dividend is maintained at 0.875p net, 1.25p gross. Last year's total was 3.5p gross on a pre-tax profit of £421,000.

Chairman Mr. J. M. A. Paterson, says the half-year results reflect the high level of demand for all the group's products since the last quarter of 1972, and it would appear the current rate of demand will be maintained for the remainder of the year.

The results have been achieved "In the face of the restrictions imposed by Phases I and II" and in addition production is being affected by shortages of labour and the supply of raw materials, he adds.

	Half year 1973 £000	1972 £000
Group turnover	2,970	2,234
Group trading profit	329	184
Investment income	4	4
Bank and loan interest	28	17
Profit before tax	305	171
Taxation	143	68
Net profit	160	103
Dividends	55	78
Retained	105	25

A valuation of the group's land and buildings in the U.K. has now been completed. Based on existing use the value, excluding freehold houses, is £3,250,000 compared with £885,790 shown in the last accounts.

While this revaluation ensures that the group's resources are fully appraised, no disposals are contemplated at present.

Eagle Star profit rise forecast

CURRENT YEAR pre-tax profit in excess of the £15.29m. for 1972 is forecast by Eagle Star Insurance Company.

Reporting on business for the first six months the directors state investment income continues to show a very satisfactory rate of increase, augmented by the receipt of dividends deferred from 1972.

The surplus over balance sheet values of stock exchange investments has, as a result of prevailing conditions, been reduced, but is still substantial.

New sums assured in the U.K. for the six months were £135m. (£149m.); the figures for overseas were £17m. (same after adjustment onto a comparable basis). The 1972 figures for the U.K. reflected the success of the two Star High Income Bonds issued during the first six months of the year. In the corresponding period of 1973 one issue only was made in conditions of much greater competition and this more than accounts for the reduction in new sums assured. A further issue is now on offer and others are planned for the future.

Fire, accident and motor net premiums were U.K. £42.1m. (£34.2m. and for the year £63.5m.), Overseas and reinsurance £26m. (£22.3m. and £48.4m.), making £68.1m. (£56.5m. and £111.9m.).

U.K. premium income shows a further significant increase to which revised fire reinsurance arrangements have contributed.

Results in the fire and general accident accounts show improvement and the liability account remains marginally profitable. A loss for the year on motor business seems inevitable although increased rates were permitted from July 1 towards the cost of VAT.

Given continuance of the present trends there should be a satisfactory underwriting profit for the year as a whole.

In South Africa, where the company has its biggest overseas operation, excellent results are being achieved. The total overseas result is again badly affected by losses in Australia where the solution to the problem lies largely with the market in general, which has yet to secure proper rating levels, notably in the liability and motor accounts.

Marine and aviation business written in earlier years continues to run off profitably and the 1970 account, which will be closed this year, will produce an improved surplus. However, the aviation market is at present facing difficulties and the outlook for marine business is unpromising.

On overall prospects the directors state there will be a further substantial increase in investment income and an increased transfer from the life fund arising from the biennial valuation to be made at the year end.

With an underwriting result comparable with that of last year, an improved pre-tax profit for the year may reasonably be expected so far as can be foreseen at present, they add.

An interim dividend of 2.1p net per 25p share is declared, costing £1.96m. This is equal to 3p gross compared with 2.8125p adjusted for the reorganised capital structure—the 1972 total was equal to 5.90625p gross.

Phoenix Assurance up 35% at half way: 5p interim

[illegible]35 per cent. rise to a pre-tax [illegible]it of £7.38m. is reported by Phoenix Assurance Company [illegible] the half year ended June 30, [illegible]. Earnings are given as 11.68p [illegible]nst 9.19p per 25p share.

[illegible]e interim dividend is stepped [illegible]rom 45p to the equivalent of [illegible]ross—3.5p net—costing £1.4m. [illegible]d for 1972 was 9.975p paid [illegible] profit of £12.31m. before tax.

	Half-year 1973 £'000	1972 £'000	Year 1972 £'000
[illegible] premiums written	77,187	67,989	138,713
[illegible] income	5,442	4,295	9,326
[illegible]writing profit	7,078	3,403	12,179
[illegible] accident			
[illegible] aviation	1,746	980	2,802
[illegible]	[illegible]	412	1,258
[illegible]	[illegible]	424	872
[illegible] before tax	7,385	5,468	12,307
[illegible] tax	2,080	1,254	3,856
[illegible] profit	5,279	4,244	8,451
[illegible]	581	386	700
[illegible] earnings	4,698	3,858	7,061

[illegible] directors report that [illegible]mium income has increased [illegible]actorily in the aggregate but [illegible]nt trading conditions have [illegible]d the rate of expansion in [illegible] the U.S. and Canada.

[illegible]e and accident underwriting [illegible]lts from the U.K. and U.S. [illegible]inue to be favourable. There [illegible] been a marked improvement [illegible]sults from other territories [illegible]eas despite continuing [illegible]et problems in Canada and [illegible]ralia. Marine and aviation [illegible]ts are running at the same [illegible] as last year.

[illegible]e directors emphasise that [illegible] figures for the half-year [illegible]ot be taken as a reliable [illegible] to the results for a full [illegible] and should be considered [illegible]st a background of increased [illegible] wastage and of price restraint in the U.K. as well as pressures on rates for marine and aviation business world-wide.

New sums assured in the first half of 1973 totalled £279m. (£214m. and £508m. for 1972); new annuities per annum £2.7m. (£1.4m. and £3.8m.); new annual premiums £3.4m. (£2.3m. and £6.3m.); new single premiums £8.3m. (£4.5m. and £14.3m.).

W. E. Norton confident of £4.5m. sales

Chairman of W. E. Norton Holdings Mr. W. E. Norton tells members the group is now "exceptionally well spread" having a good stake in the distribution side of new and used machine tools, and also by the investment in Kearney and Trecker Marwin.

From the indication given in the preliminary statement that the forward order book is about £1.3m. against £0.35m. the chairman points out that the Board has taken every possible advantage of the upswing in demand. "We are hopeful that by the end of the financial year sales will reach the budgeted target of £4.5m."

As reported on August 1, group profit, before tax, for the year ended March 31, 1973 improved from £5,130 to £133,212. The dividend is effectively raised from 11.25 per cent. to 15 per cent.

The chairman says the year's performance is indicative of the scope for increasing sales and profitability which exist if Government policy is carried out by industry at large. Expansion must be pursued, he says, at a steady rate in order to catch up with renewals deferred in the past.

Mr. Norton relates that during the year the Board continued a policy of disposing of leasehold and freehold properties and re-investing the proceeds in the machine tool industry.

Meeting Grosvenor Hotel, S.W., October 11, noon.

Downturn at East Asiatic Rubber

East Asiatic Rubber Estates reports profit down from £292,630 to £236,677 before tax of £87,889 (£82,400) for the year to March 31, 1973.

As indicated at half-way the final dividend is equal to 1.1p gross—0.77p net—making 2.1p against 2p per 5p share for the year.

ALLIED BREWERIES

Allied Breweries said yesterday that following the "impressive sales success" of SKOL lager in Holland, Breda-Oranjeboom, the group's Dutch subsidiary, is to be renamed SKOL Brouwerijen

N. American move by Chloride

A North American division of four companies with a turnover of about £25m. has been set up by Chloride Group.

It will be headed by Mr. James A. Gilchrist and consist of Chloride Connrex Corporation which has its headquarters in Tampa, Florida, two companies specialising in emergency lighting—Chloride Systems (Canada)—and a Mexican automotive battery company, Monterrey Chloride in which Chloride has a 49 per cent. interest.

INDUSTRIAL CONTRACT CLEANERS

Net taxed profits of Industrial Contract Cleaners for the year ended June 17, 1973, of £84,850 are before crediting extraordinary items of £10,640. Due to an agency error these items were described as debits in yesterday's report on the figures.

MINING NEWS

Mt. Lyell & the copper price

BY LESLIE PARKER, MINING EDITOR

IN THE annual report of the Consolidated Gold Fields group's Tasmanian copper producer Mount Lyell the general manager Mr. G. F. Hudspeth explains why output in the year to June at 23,077 tons of copper did not come up to expectations. Firstly, there was the change-over from open-cut operations at West Lyell to underground working. Secondly, climatic conditions were exceptionally adverse.

However, on present indications he reckons that ore production in 1973-74 will achieve target levels. Last year it was 2.2m. tons. The 1973 metal target was originally put at 25,000 tons. Proved ore reserves on June 30 totalled 31.96m. tons averaging 1.47 per cent. copper.

The company has been hit by the tax changes in the 1973 Federal Budget and also by the appreciation in the Australian dollar. The vital importance of the metal price to a low-grade mine such as this is illustrated by the fact that in the first three quarters of the year to June only marginal profits were being earned. The subsequent rise in the copper price meant that Mt. Lyell ended up its 1972-73 year with a net surplus of $2.5m.

How the company will fare in the current year must thus primarily depend on the course of the copper price about the future of which there is probably more controversy than for almost any other metal apart from gold. The chairman, Sir Brian Massy-Greene, will be giving his verdict on prospects at the meeting in Sydney on September 27. Meanwhile, Mt. Lyell at 98p, down 6p yesterday, are hardly likely to attract any rush of buyers in present Australian share market circumstances.

SOUTH AFRICA'S GOLD SALES

In the week to September 14 South Africa once again sold virtually the whole of its newly-mined gold on the open market. The Reserve Bank says that its gold holding rose by a tiny R3,529 to R577.8m. In making the gold content of the country's reserves 51.35 per cent.

This means that the mines continued to get over $100 an ounce for their outputs. It must be remembered, however, that the September quarter results due in the second week of October will in effect only cover the months of June, July and August. They will thus likely to be reflecting a gold price average of above $110 compared with around $93 in the June quarter.

NEWMETAL BUYS HOTEL

Continuing its diversification policy, Australia's Newmetal Mines, which has over 7,000 U.K. shareholders, has bought a 90 per cent. interest in the Sunlover Hotel in the Fiji Islands. The venture will be financed through its 75 per cent. owned Papuan Nickel Exploration, partly by raising capital and partly by loan funds.

The company says that the tourist industry in Fiji is expected to double in the next three years, overtaking sugar as the leading industry. Yesterday Newmetal were unchanged at 51p.

DEELKRAAL "VIABLE"

In the annual report of Witwatersrand Deep, 76 per cent. owned by Gold Fields of South Africa, the chairman Mr. Robin Plumbridge says that the latest results from drilling in the area to the south and south-west of the Western Deep mine have further strengthened earlier conclusions that the Ventersdorp Contact reef in part of this area and to the west of the northern portion of farm Deelkraal south of the Doornfontein mine, can support a viable gold operation.

Discussions have been held between the holders of the mineral rights in the area but the stage has not yet been reached when an application can be submitted to the Government for the granting of a mining lease. As indicated yesterday, the major question is whether Gold Fields or Anglo American will emerge as the senior partner in the Deelkraal flotation when it eventually comes along.

KENNECOTT'S PNG PROSPECT

A spokesman for Kennecott Copper said that the company is engaged in preliminary discussions with the Papua-New Guinea Government about the copper deposits at Ok Tedi and is seeking to identify the basis on which it might operate there "some time in the future."

There have been reports that Kennecott had submitted a detailed set of conditions under which it is prepared to develop the deposits in the Star Mountains of Papua near the West Irian border. The spokesman said that he could not confirm that any definite conditions had been given to the Government.

New beach sand move

THE BATTLE for the rich Eneabba beach sand deposits in Western Australia proceeds apace. Following the news given here on Tuesday about the continuing legal struggle between Allied Minerals and the Gold Fields group's Western Titanium comes a report from Perth that Mining Corporation of Australia is bidding for 1m. shares in Allied Minerals for 75 cents cash per share.

Allied Minerals was the most actively traded stock in Perth last month with almost 0.5m. changing hands at up to 72 cents. The MCA bid is considered to be stemming from Canadian entrepreneur Mr. Noel Galland, our Perth correspondent reports, with the objective of adding control of Allied Minerals to that of West Coast Rutile, two of the five companies which are developing the Eneabba field, a source of zircon and rutile which is reckoned to become the world's biggest by the end of the decade.

Allied Minerals is linked with America's Du Pont which takes all its ilmenite. MCA has another Australian company Kamilaroi Mines as a partner in West Coast Rutile. The Galland objective is alleged to be a cost-cutting transport and treatment plant rationalisation exercise but it is thought that he will be running into opposition from established interests in the beach and sand minerals field.

PANAMA COPPER SALES DEAL

It is reported by Reuter from Montreal that Canadian Javelin, in which Anglo American Corporation of South Africa was recently reported to have taken up a minority share position, has agreed to sell the entire initial output from its huge Cerro Colorado copper find in Panama to British Kynoch Metals, jointly owned by British Insulated and the ICI subsidiary Imperial Metal Industries.

Canadian Javelin now plans the Cerro Colorado operation in two stages, the first aiming at the treatment of 80,000 tons of ore a day and the second at a doubling of this rate. Concentrating and smelting of the ore will be done in Panama.

MINING BRIEFS

MOUNT ISA MINES—Production for the four weeks period to September 16: Lead ore treated 156,628 tons produced 10,000 tons crude lead and 12,887 tons zinc concentrates. Copper ore treated 437,640 tons produced 11,090 tons blister copper.

BIDS AND DEALS

Inveresk turns down London & County offer

BY NICHOLAS OWEN

London and County Securities was last night rebuffed by directors of Inveresk Group, who said they saw "no advantage" in the £7.5m bid produced by L and C. L and C—whose directors include the Liberal leader, Mr. Jeremy Thorpe—had announced its offer a day after its acquisition of a near-17 per cent. stake in Inveresk was disclosed.

After struggling with heavy losses in its paper-producing business, Inveresk has managed a profits recovery. This has been bolstered by a £2m. scheme to redevelop a site at Northfleet, Kent, formerly occupied by one of Inveresk's mills.

L and C is bidding six convertible preference shares for every 10 in Inveresk. The Preference stock carries 7 per cent. interest, and will be redeemable in 1983 at 110p per share. Before that, shareholders could opt to convert into L and C equity at 225p per share.

Inveresk shares, which have been moving up in recent days, advanced yesterday another 4p to 61p, which, valuing the L and C stock at par, is just over the bid value.

L and C said it would seek a listing for the Preference shares. On the merits of its bid, the company pointed out that Inveresk shares are at the highest for four years and double the level of six months ago. The terms, therefore, represented a "fair valuation."

L and C stressed that it had told Inveresk's Board of "its firm intention to guarantee the jobs and positions of all existing employees and also its intention to continue and expand the trading activities of Inveresk."

However, this was firmly rejected by Inveresk's board, which said it did "not see any advantages to stockholders or employees." L and C's share price closed 2p down at 178p.

SHANGHAI ELECTRIC

Regarding the acquisition of Shanghai Electric Construction Company by Brierley Investments, Shanghai announces that the scheme of arrangement dated August 11 has been put to holders in modified form.

The scheme, as modified, provides that holders will receive a cash sum equal to the net asset value (calculated in accordance with the formula described in the scheme) plus a premium of 16 per cent. of the net asset value. On the basis of such net asset value and premium as at August 1 the total revised consideration would be approximately 78p per share.

A poll on the resolution will be held on September 26.

HOUSEMAN AND THOMPSON EXPAND IN EUROPE

A 49 per cent. holding in Italhegro Spa, of Milan, and Hegro SA, of Switzerland, has been bought by Houseman and Thompson, the specialist U.K. water treatment and chemical cleaning engineers.

Italhegro and Hegro manufacture and distribute a range of advanced industrial, commercial and domestic water treatment equipment. The purchase of the holding is part of the plan by H and T to establish manufacturing and marketing associates across Europe.

The consideration amounts to about £620,000 in cash payment, a small part of which has been deferred for about 12 months. Combined net assets of the two companies is approximately £360,000 and combined estimated pre-tax profits are expected to be about £180,000.

H and T is a member of the Portals Group.

CHARTERHOUSE BUYS CANADIAN MINORITY

Charterhouse Finance Corp. has acquired the minority interests, totalling 45 per cent. in the equity of Charterhouse Group Canada, formerly held by Pearl Assurance of London and Compagnie Financier de Suez of Paris, for a cash consideration of $C4.85m. (£2m.).

Pre-tax profits for the Canadian company, for the year ending September, 1972, total £372,000 and for the half year to March, 1973, were £460,000.

SHARE STAKES

Slater, Walker Securities interest in Dundee, Perth and London Securities now amounts to 1,287,166 (20.55 per cent.) Ordinary shares.

Bernard Hughes has received notification from Isaac Andrews and Sons, an unlisted company, that Andrews through nominees now owns £39,651 Ordinary stock of Hughes (10.91 per cent.) and also that Andrews through a nominee owns £5,472 preference stock of Hughes (15.63 per cent.).

B. S. and W. Whiteley announces that Encase B. V. of Transvaalkade 13, Amsterdam-O, Netherlands has disposed of its holding of 473,300 Ordinary shares (being 12.037 per cent. of company's Ordinary capital), and it is no longer interested in any of the company's shares.

British Building Trust now holds 70,146 shares in Way Holdings.

In the period August 14 to September 14 Provident Clothing and Supply Company purchased 125,000 Ordinary shares in Cattle's (Holdings). At September 14 Provident was interested in 2,341,616 Ordinary shares in Cattle's representing 23.6 per cent. of the Ordinary capital as increased by the conversion of 9 per cent. convertible unsecured loan stock 1987/91 recently announced.

ELLIS-ICI LINK HOLDS 'GREAT PROMISE'

Imperial Chemical Industries said last night that the proposals for a cash injection for the chemicals side of Ellis and Everard—which Ellis has described as a "bastion" in its defence against the current, unwelcome bid from Unilever—have yet to be submitted to the policy committee of ICI's Board. This is the only body which can authorise such a step.

Ellis has stated that ICI would pay £700,000 for a minority interest in Ellis and Everard (Chemicals). ICI stressed it had no intention of a full-scale bid, and added that discussions had been suspended pending the outcome of the Unilever situation.

In a further sharp rejection of Unilever's 200p-per-share cash offer, Mr. Anthony Everard, chairman of Ellis, repeated that the ICI link held "great promise."

He said that Ellis's forecast of £1.26m. pre-tax profits for 1973-1974 represented a "remarkably good" 22 per cent. increase, and claimed that the 16.4 per cent. premium over pre-bid share price represented by Unilever's approach was inadequate.

BRITISH STEAM FORECASTS 25% PROFIT RISE

British Steam Specialities' forecast of a 25 per cent. increase in current year profits over the £782,000 earned in 1972-73 was based on a range of pre-tax profit between £980,000 and £1.04m.

This is stated by chairman, Mrs. Helen Waudby, in a letter to shareholders outlining the Board's objections to the current offer by UDT Industries. BSS has already successfully fought off a bid from Bestobell, which withdrew recently.

Mrs. Waudby says— in rejecting UDT, "put quite simply, this offer is just not satisfactory for shareholders or employees. The BSS dividend forecast has been raised from 6p to 6.5p a share gross (4.55p net), a level which the Treasury has indicated it will consent to.

It is maintained the offer is inadequate for BSS shareholdegs, would not benefit the employees and that for BS Sthere is no commercial logic.

WYLIE HILL —AUSTIN REED DEAL POSTPONED

The proposed deal whereby R. Wylie Hill and Co. was to sell the centre portion of its Buchanan Street store to Austin Reed for £1m., and to lease back from Reed the whole of the lower ground floor, has been postponed.

This is because, following the agreement with Reed, approaches were received by Hill from other parties interested in buying the centre portion of the store "at prices in excess of that agreed with Austin Reed," says Hill chairman, Mr. J. S. Abbott.

Therefore, it is proposed not to enter into any further commitment with any party, but instead to give all parties—including Reed—the opportunity of submitting best offers in terms laid down by the company by October 25.

Meanwhile, it is proposed to adjourn *sine die* the extraordinary meeting called to approve the original Reed deal.

GOLD CROSS SUPPLIES

Two acquisitions by Gold Cross Hospital Supplies, which went public in April, are to be financed by the issue of 550,000 Ordinary shares which merchant bankers, Keyser Ullmann, has conditionally agreed to subscribe for.

The purchases involve around £420,000. The first is Van Gulijk Instrumenta BV, Dutch distributors of hospital and medical supplies, and the assets and undertaking of Svendsen and Hagen, which carries on a similar business in Denmark.

The consideration for Svendsen has been adjusted since the deal was announced in July. Now, DKr.1.44m. (£104,600)—which corresponds with the value at June 30 of net tangible assets being purchased—is payable, rather than DKr.2.2m. £168,000) originally agreed.

An extra-ordinary meeting to approve the deals is to be held on October 3.

MACKARL ELECTRONICS

Mackarl Electronics (London) has taken over Interconti Electronics, the U.K. distributor of television, radio and hi-fi models under the Siemens, Schneider and Albany House brand names.

Mackarl Electronics' principal activity is the importation and distribution of products from the Far East and as a consequence the distribution of Siemens equipment by Interconti has ceased. The radio, TV and hi-fi products in this range will be marketed directly by Siemens.

EMI PURCHASE

EMI has acquired Maritronic (U.K.), which specialises in importing facsimile telecommunications equipment, for £13,000, satisfied by the issue of 8,125 Ordinary Stock Units, plus a further sum up to a maximum £12,000, equal to 2 per cent. of the annual turnover of Maritronic for the three years ending June 30, 1974, 1975 and 1976. EMI's share price was unchanged at 157p yesterday.

Brixton Estate up £¼m. so far

WITH NET rents up from £1.15m. to £1.31m. taxable profit of Brixton Estate jumped by £258,000 to £835,000 in the six months to June 30, 1973. Previous total was £1.29m.

The directors say the result of the Stage II counter-inflation programme standstill on business rents of existing properties has been to reduce anticipated rents receivable and consequently gross profits for the six months by £28,000. The effect for the full year cannot be quantified until details of the Government's longer-term policy on business rents are known.

Meanwhile the interim dividend is declared as 4.375 per cent. net, equal to last year's two interim payments totalling 6.25 per cent. gross. Total for 1972 was equal to 9.119 per cent.

	First half 1973 £000s	1972 £000s
Net rents	1,307	1,155
Trading surplus	175	—
Making	1,482	1,155
Rent and int.*	527	439
Other exp.	120	119
Gross profit	835	577

* On developed properties. Excluding gross interest and other outgoings on current developments £258,000 (£200,000).

In a progress report the directors say that in Birmingham, work on the 140,000-square-foot office block at Edmund Street has been completed and the premises have been placed on the market for letting. Further progress has been made on the 100-acre estate at Dunstable where over 400,000 square feet is completed or under construction. Other schemes continue to make good progress.

In Belgium, the construction of the office block in Avenue Louise, Brussels, continues on programme, and in Holland, the planning for a new industrial estate at Zoetermeer has reached an advanced stage. An office block has been acquired in central Paris for refurbishment and letting.

In Australia construction work on the 22-storey air-conditioned office block at St. Kilda Road, Melbourne is on programme. The Perth office block has been let and plans for a further office development are under way. Other schemes are making good progress.

Several promising developments, both in the U.K. and overseas, are under active investigation at the present time, they add.

Peak £0.22m. at halfway by Mount Row

Taxable profit of Mount Row Holdings, the property development, investment and engineering group, rose substantially from £70,277 to a record £225,000 in the half-year to June 30, 1973, but no interim dividend is declared.

The directors explain that the final and only dividend paid in respect of last year was restricted by the Treasury to 0.25p a share. Without this restriction, the directors would have proposed 3p a share.

Current legislation limits this year's dividend to 5 per cent. above 0.25p. In view of "the small amount of dividend allowed in relation to the level of profits," the directors feel that no interim dividend should be declared at this time.

If the Government's Phase Three proposals due next month relax the position, they will reconsider their decision.

First-half net profit climbed from £46,517 to £118,000, after tax up from £23,760 to £107,000. In the year 1972, pre-tax profit was £287,200.

A subsidiary, Curzever, has been formed to extend joint ventures in housing and estate development. An agreement is being entered into with a leading bank which will offer £2m. initial facilities in return for an option on 15 per cent. of Curzever's share capital.

J. HEWITT FIRST HALF RECOVERY

Refractory manufacturers, J. Hewitt and Son (Fenton), forecasts current year profit in excess of the £78,583, pre-tax, for 1972.

First half turnover increased from £452,000 to £524,000, and pre-tax profit recovered [illegible] £30,000 (£9,000 reflecting reduced production due to the power strike).

Sales are to some extent seasonal and higher in the second half. Mr. J. K. Hewitt, chairman, reports that orders on hand are at a higher level than a year earlier.

	Half year 1973 £000
Turnover	324
Profit before tax	30
Taxation	12
Net profit	18
Extraordinary credit*	—
Balance	18

* Profit on sale of freehold land.

Dwek first half profit £90,590

On turnover of £1,685,000 [illegible] the six months to June 30, 19[illegible] Dwek Group (formerly Atlas Pl[illegible]tics) manufacturers of plas[illegible] goods and aircraft, radio a[illegible] electrical components, made pre-tax profit of £90,590. No comparative figures are available. [illegible] the year 1972 turnover [illegible] £2,596,000 and profit £167,066.

After tax £46,000 for the h[illegible] year net attributable profit [illegible] £4,590 (£100,815 for the year).

An interim dividend of 3½ [illegible] cent. net is declared. A total [illegible] 7.35 per cent. was forecast for [illegible] year in April placing prospect[illegible] There was no payment for [illegible]

£0.54m. from Trafford Park Estates

On turnover marginally hig[illegible] at £1.87m. against £1.85m. Trafford Park Estates has lifted pr[illegible] before tax from £507,130 [illegible] £551,057 for the year to June [illegible] 1973. Earnings per 25p share [illegible] shown to have risen from 4.75p [illegible] 5.3p.

An unchanged final dividend [illegible] 1.75p net, 2.5p gross, increa[illegible] the total to 3.9375p (3.75p).

At half-way pre-tax profit [illegible] down at £251,023 compared [illegible] £286,498. A higher interim d[illegible] dend of 1.4375p (1.25p) gross [illegible] paid to compensate holders [illegible] deferment of payment for [illegible] reasons.

For the full year, tax t[illegible] £93,132 (£99,479) leaving net p[illegible] of £437,925 (£407,671), of wh[illegible] £441,346 (£393,258) is attribut[illegible] to the company.

	1973 £
Turnover	1,873,497
Rentals	769,711
Wareh'sing & Trading	1,103,786
Pre-tax profit	551,057
Tax	93,132
Attributable	441,346
Special credit	—
Interim divs.	91,720
Final divs.	143,600

£71,000 gain for Monument Securities

From turnover £1.36m. a[illegible] at £3.61m., Monument Secur[illegible] reports a profits increase [illegible] £71,775 to £310,317 for the [illegible] ended March 31, 1973.

The directors explain that [illegible] overall drop in margins is [illegible] largely to the increased contr[illegible]tion from two companies wh[illegible] nature of business produces lo[illegible] margins than the other mem[illegible] of the group.

They said that the current [illegible] has started satisfactorily and [illegible] turnover and profits are run[illegible] at higher levels.

The dividend is raised from [illegible] per cent. to 11.33 per cent. [illegible] 8.083 per cent. net.

	1972-73 £
Turnover	3,611,813
Trading profit	303,733
Associates	7,794
Profit before tax	310,317
Taxation	112,101
Pre-acquis.	1,956
Minority	6,478
Extraord. debits	22,690
Net profit	167,283
Dividend	60,016
Forward	58,975

* Deficit

RECENT ISSUES

EQUITIES

Issue Price p	Amount Paid Up	Latest Renunc. Date	1973 High	1973 Low	Stock	Closing Price p	+ or −	Div. Amount	Times Covered	Gross Yield
*	F.P.	—	£24¼	£21¾	BankAm'ricaCrp$3.125	£23⅛	+⅛	$1.14	—	1.7
120	F.P.	—	144	125	Beazer (CH) 10p	142	−2	4.63	2.1	[illegible]
‡‡	F.P.	—	68½	48	Clairmace (10p)	56	+2	3.35	T1.7	8.9
61	F.P.	—	63	58	Jones Group (10p)	60	......	3.51	1.6	6.5
40	F.P.	8/8	47	38	Lookers	48	......	3.8	2.1	6.6
§160	F.P.	26/10	165	154	PrinceofWales(S'port)	154	......	9.5	3.1	2.2
46p	F.P.	30/8	174	159	Sainsbury (J.)	171	−1	4.16	1.7	2.3
*	F.P.	—	£15⅝	£11¼	TRW ($1.25)	£11¾	+¼	$1.01	—	3.0
10	nil	—	35	30	Town&City war.forord.	38	+3	—	—	—
118	F.P.	10/8	18	17½	Vantage Secs. (10p)	17½	......	5.4	1.0	3.1
§46	F.P.	—	60	48	Wearwell (5p)	58	+½	3.2	1.7	6.0

FIXED INTEREST STOCKS

Issue Price	Amount Paid Up	Latest Renunc. Date	1973 High	1973 Low	Stock	Closing Price £	+ or −
‡‡	F.P.	—	73p	67p	Boulton (Wm.) 8½% Cum. Red. Prf.	67p	
‡‡	F.P.	—	97½	96	Carding Invs. 9½% Gtd. Cnv. Uns. 1995	96	
£94	£10	26/10	9	8	East Anglian Water 7% Red. Prf. 1978	8	
‡‡	F.P.	24/8	94½	89½	Grendon Tru[illegible] Uns. [illegible]	90½	+
£94	£10	26/10	9	8	Hartlepools Water 7% Red. Prf. 1978	8	
$100	F.P.	—	$100¼	$100¼	Lancs. C.C. 9¼% US $ Bds. 78-81	$100¼	
‡‡	F.P.	18/10	99¾	96	Lloyds Bank 7½% Cnv. Uns. Sub. Ln. 1994	99½	−
‡‡	F.P.	2/11	91	90½	Midland Bank 10½% Sub. Ord. Uns. 93/98	90¾	
‡‡	F.P.	2/11	94	90¾	Do. 7½% Cnv. Sub. Ord. Uns. 83/93	93¾	
‡‡	F.P.	28/9	88½	78	Notts. Man. 6½% Conv. 96/98	84	−
£95	F.P.	19/10	94¼	92½	Rickm'nsw'th & Uxb'dge Water 7% Red. Prf '78	92½	
£100	F.P.	—	98¼	79	Rolls-Royce Motors 8% Cnv. Uns Ln. 97/2002	80	
♥	£25	23/11	30	25½	Tower Assets 10% Conv. Loan 1995	25½	
‡‡	F.P.	15/11	90	87	Ward White 8% Cnv. Uns. 89/92	90	+

"RIGHTS" OFFERS

Issue Price p	Amount Paid Up	Latest Renunc. Dates		Stock	Closing Price p	+ or −
481	nil	—	—	Argo Invs.	48pm	−
28	F.P.	7/9	12/10	Chambers & Fargus	28	−
60	F.P.	21/9	19/10	Hammill Brick	66	+
10	F.P.	11/9	12/10	Smith Holdings (Whitworth)	13	−
160	F.P.	—	—	Smurfit (J.)	165	−
98	F.P.	28/9	—	Trust Bk. Africa	3pm	−

Renunciation date usually last day for dealing free of stamp duty. *a* Flat price to public. *b* Figures based on prospectus estimate. *d* Dividend rate paid payable on part of capital; cover based on dividend on full capital. [illegible] unless otherwise indicated. *J* Figures based on prospectus or official estimates [illegible] 1972. P Figures based on prospectus or other official estimates for 1971. T Figur[illegible] assumed. ‡ Cover allows for conversion of shares not now ranking for dividends [illegible] ranking only for restricted dividends. ** Issued by tender. ✣ Offered to holde[illegible] of Ordinary shares as a "rights." ♥ Issued by way of rights. ⸸ Rights by wa[illegible] of capitalisation. †† Tender allotment price. ◆ Reintroduced. ‡‡ Issued in connecti[illegible] with reorganisation, merger or take-over. ♣ Introduction. ♠ Issued to form[illegible] Preference holders. ‡ Allotment letters (or fully-paid). † Provisional or partly-pa[illegible] allotment letters. § With warrants.

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Miles Druce up £0.6m. so far

E INDUSTRIAL SERVICES up and steel stockholders es Druce, announces a pre-tax fit of £1.12m. for the half-year June 30, 1973, compared with 7,000 for the corresponding six nths of 1972 and £1.23m. for full year. And the chairman D. L. Robertson says the up is trading strongly.

n interim dividend of 2.24p is declared, equal to 3.2p ss (3p). The previous total was 714p.

	Six months 1973 £000	1972 £000
over	30,315	28,857
t before tax	1,120	507
	552	263
profit	568	284
erence dividend	28	40
lable	540	244
ary dividends	302	[illegible]

r. Robertson reports that demand for all products and services has been at a high level during 1973. This, combined with the benefits derived from constant efforts to improve efficiency, has resulted in all established businesses producing "significantly better results than for the corresponding period last year."

He goes on to say that in spite of the continuing shortage of steel supplies and the Government's counter-inflation measures, the directors expect, subject to unforeseen circumstances, that "this favourable trend will be maintained in the second half of the year."

The chairman has written to shareholders giving them a summary of events following the bid proposals announced by Guest, Keen and Nettlefolds in May.

P & O to exceed £20m. forecast: 100% scrip

SHARES IN the *Peninsular & Oriental Steam Navigation Company* finished 16p up at 320p yesterday following the group's confirmation that pre-tax profits for the year ending on September 30 should be "substantially" over the £20m. already forecast.

The up-dated forecast was one of three announcements produced by P & O to prove, in the words of managing director Mr. A. B. "Sandy" Marshall, that "we know where we're going."

Last year—which saw the drawn-out takeover drama between P & O and Bovis—earnings before tax were £7.28m.

The group said that if dividend restrictions disappear under Phase Three of the Government's anti-inflation policy, a doubled dividend for 1972-73 would be distributed, with at least a 6.65p final on stock increased by a proposed one-for-one scrip issue.

"In the more likely event of continuing Governmental restrictions" the company would pay the maximum permissible.

P & O is also increasing substantially its borrowing powers. At present these cannot exceed the aggregate of paid-up capital and reserves: in future, the limit will be increased to twice capital and reserves.

The company's existing limit is £214m. Under the new provisions, P & O's borrowings can rise to £442m. This increases further to about £650m., based on a property revaluation—which is expected to throw up a £100m. surplus against the £85m. already suggested—as well as profit retentions and "other movements on reserves."

Commenting on the profit expectations, Mr. Marshall ascribed most of the increase to the general boom which has developed in the world shipping market in the last six months. Currency movements, including sterling's devaluation, had "helped," although Mr. Oliver Brooks finance director, said this contribution was "not realyl material."

P & O also gave further details of its acquisition of a shade under 50 per cent. of Zapata Naess Shipping Company for £43m. The other 50 per cent. is held by Palmerston Holdings, a Liberian company represented by Hambros the London bank, and managed by the Hilmer Reksten shipping group of Norway.

P & O said that a current building programme would result in the delivery of 13 new ships totalling 1.9m. tons by the end of next year. Zapata Naess, which will change its name to Anglo Nordic Shipping, made after-tax profits for the nine months to June of £5.62m., against £5.97m. for the previous 12 months.

Edinburgh and Dundee Investment

In the half year ended July 31, 1973, net taxed revenue of Edinburgh and Dundee Investment came to £1.05m., against £1.04m. previously. Figures are not strictly comparable because of the change in the tax system, it is pointed out.

	1973 £	1972 £
	Half-year	
Franked invest. income	866,667	776,001
Unfranked	696,501	625,451
Total revenue	1,563,168	1,400,452
Management expenses	31,060	25,330
Interest	312,374	154,369
Corporation tax	165,400	195,000
Net revenue	1,052,338	1,046,324
Interim dividend	712,230	712,223

The interim dividend is held at 1.60p gross, declared as 1.12p net. For the year ended January 31, 1973 total payment was 3.6p gross from net revenue of £1.79m.

Earnings per stock unit for 1973-74 will not be comparable with previous years due to the new tax system, but the amount available for Ordinary holders is likely to be about the same as last year.

At July 31, net assets at market value were £82.62m., compared with £86.48m. at January 31. Asset value, after prior charges at par, stood at 161p (171p) per share, including full dollar premium of 19½p (10½p).

Wades Stores' profit jump

After showing a £72,800 rise to £316,800 at half way, taxable profit of household furnishers Wades Departmental stores jumped from £460,112 to £810,773 for the year to April 30, 1973. Stated Earnings advanced from 6.9p to 9.1p per 20p share.

And a final dividend of 8 per cent. gross—5.6 per cent. net—effectively raises the total from 10.83 per cent. to 13 per cent. A further scrip issue is proposed, this time of one non-voting "A" Ordinary share for every five ordinary "A" Ordinary or incentive share.

Subject to legislation the directors expect to maintain the same rate of dividend on the increased capital.

	1972-73 £	1971-72 £
Turnover	8,102,751	6,543,254
Trading profit	946,262	621,972
Increased provision*	135,489	161,460
Profit before tax	810,773	460,112
Taxation	382,255	188,649
Net profit	428,518	271,463
Dividends†	58,069	54,314

* For unmatured profit. † After waivers.

The Sheffield-based company has "close" status.

SOUTHERNS-EVANS

At yesterday's annual meeting of Southerns-Evans, chairman, Mr. S. Oxford, reported that turnover for the first five months of the current period was up by 60 per cent. excluding the figures of the Dutch acquisition.

Under Phase II regulations, "extra turnover is what we want, and I'm confident that the end of the year will see another set of record results."

Grampian Holdings sees £2.2m.

ON CURRENT indications, Grampian Holdings could achieve a profit advance of some £780,000 for 1973. And the directors would expect to apply for permission to restore the dividend to 17½ per cent.

Reporting for the first half, chairman Mr. D. C. Greig says profit before tax showed an upsurge from £488,500 to £1.12m., and this is broadly based.

Construction reduced its loss from £127,000 to £59,600, and is expected to move into profit during the year. On the other hand, Graphics deficit rose from £30,400 to £81,500, and operations are being curtailed.

The current half profit should be similar to that of the first six months. Therefore, the year's result would be a continuation of the upward movement begun in 1971 and set a new level of performance for the group, the chairman states.

Having in mind the desirability of working towards a balance between the interim and final dividends, the gross interim is being raised from 2½ per cent. to 4 per cent.—2.8 per cent. net—the 1972 final was 11½ per cent.

Total dividends of 17½ per cent. were paid in 1968 and 1969 from profits of £1.3m. and £1.2m. respectively.

	Half-year 1973 £000	1972 £000	Year 1972 £000
Group sales	16,224.3	12,219.4	25,674.8
Trading profits	1,252.1	614.9	1,737.1
Constrctn. losses	59.6	127.0	157.3
Textiles	46.3	*3.5	*28.3
Woollens	43.3	34.4	165.0
Transport	464.1	290.0	338.4
Elec. engineering	121.0	*20.2	2.2
Sports	190.3	125.4	298.0
Furniture	163.5	112.0	272.4
Musical instrmts.	69.3	98.0	262.6
Electronic valves, etc.	118.6	86.4	227.0
Graphics losses	81.5	30.4	176.3
Printing	122.7	51.6	241.5
Int. parcels racs.	137.0	126.4	264.2
Profit before tax	1,119.1	488.5	1,456.9
Provision restored	—	—	183.3
Taxation	523.0	194.0	657.1
Minorities	29.9	23.2	44.3
Attributable	566.2	271.3	940.6

* Loss.

During the half-year one small subsidiary, Exotic Metal Engineers, was sold, and a small subsidiary, James Grieve, was purchased.

● comment

Grampian Holdings looks set to achieve in 1973 something which it has been attempting for the past eight years, that is to better the £1.64m. record pre-tax profit scored in 1964. First half profits have jumped by almost 130 per cent. on a 27 per cent. rise in sales, thanks to rapid growth from transport, sports goods and electricals together with substantial recoveries in Textiles, engineering, and printing. The group has also continued to reduce the losses on the construction side and a small profit from here now looks possible by the year end. The graphics side apart, the only division to show downturns were Moffat Woollens (which had to bear expansion costs) and Rose-Morris, but the group is expecting both of these to show higher profits for the full year. While it may be unreasonable to expect the first-half momentum to continue for the whole of 1973, especially since transport side is very dependent on good weather conditions, the group's forecast of double first half profits looks like being comfortably beaten. So at 37p a net prospective p/e of 3¾ seems a poor valuation of the prospects.

Continued growth for AGB Research

Current trading confirms that AGB Research "will again enjoy a pattern of growth similar to that established by the unbroken succession of record results since flotation in 1970," chairman Mr. G. B. Audley tells members.

"From the point of view of market opportunities as well as the capacity of the group to take advantage of them, 1973-74 is well set to see the group's continued growth," he adds.

As known, pre-tax profit for the year to April 30, 1973, was a record £491,382 (£373,746) and dividends totalled the equivalent of 31.24 per cent. gross (29.77 per cent.) and a one-for-eight scrip issue was proposed.

All operating subsidiary groups contributed positively to the year's growth, Mr. Audley comments.

On expansion, the members are told that the group will continue its policy of investing in companies which will contribute to profit growth and provide a logical extension of the group's activities.

Following the acquisition of Intomart, further developments in Europe are expected, the chairman says.

Much new business has been developed in the past few years outside the traditional market research field of manufactured packaged goods, and these developments are gathering momentum, Mr. Audley says.

The group is "in good shape" to continue on its path of steady and substantial expansion, he adds.

Meeting, 40, Broadway, S.W.1, October 15 at noon.

Second Alliance Trust

Second Alliance Trust expects further increases in franked income during the coming year, and the effects of the new tax system will be to raise earnings on a net basis, chairman, Mr. D. F. McCurrach tells members.

And at the moment high interest rates are producing a sharp increase in short term interest receipts, he adds.

When the results for the year to July 31, 1973, were announced on August 31, the directors forecast the restoration of an interim dividend to at least 1.4p net and the maintenance of the final dividend at 2.8p net. Last year's total was 3.85p net. Gross revenue was £1,422,655.

Mr. McCurrach points out that the cash reserve has been built up to 5½ per cent., almost a third in dollars, but he adds the company is ready to use it "at the right time and in the right place, very possibly in the U.S."

Despite net investment of £1½m. U.K. equities are down from 57.9 per cent. to 54.5 per cent., while equities in Europe and the Commonwealth, including Oil, are up from 2.3 per cent. to 4.3 per cent.

Dutch unions may go to law over redundancies

BY MICHAEL VAN OS

AMSTERDAM, Sept. 19.

HEAVY REDUNDANCIES announced at Kwatta, the Dutch chocolate manufacturers acquired only late last year by Belgium's Continental Foods, will cut the Breda company's labour force by about 200 to a skeleton 90.

The Kwatta management attributed the move to-day to the exorbitant increases in raw material prices, notably in cocoa beans, the currency changes which have seriously affected the company which exports half its production and the management shortcomings in the Breda factories where machines are obsolete and the staff costs are too high.

After the merger with Continental Foods, the Belgian company embarked on a thorough study to see how perpetual losses could be ended. Kwatta lost Fl.926,000 last year but losses reached more than Fl.1m. in the first half of this year. The study proposed two alternatives: closing down the plant or cutting the range of products manufactured to concentrate on the high-quality products in the sweet products sector. The latter alternative was adopted. The re-organisation announced will cost Fl.2.5m but it is expected to make Kwatta break even next year and assure a minor profit in 1975. This solution is of a permanent nature, not a temporary one, the Kwatta management has stressed.

The trade unions have refused to accept the decision and are deciding to-morrow whether to take legal steps which are unique in the Dutch trade union history. They say that no mention of the re-organisation plans were made during the merger negotiations last year.

They will decide tomorrow whether their case is strong enough to prove "mismanagement" by Kwatta under the so-called right of inquiry granted in 1970 following new legislation governing the powers of the staff/works council in The Netherlands. The inquiry would be carried out by a five-man tribunal consisting of three judges and two "layman experts."

If the unions at Kwatta do decide on this step to-morrow, and if they succeed in their case, the redundancy decision plan could be withdrawn, and at the most, the Kwatta management could be suspended.

CFP sees 'satisfactory' year

BY DAVID CURRY

COMPAGNIE FRANCAISE des Petroles (CFP) expects 1973 to be "another satisfactory year," it announced at a Press conference in connection with its plan to have its shares listed on the London Stock Exchange.

It declined to make a specific profit forecast for 1973, saying that in view of current circumstances it was particularly difficult for any oil company to make specific earnings projections.

The planned London quotation will be the first listing for CFP outside France. The company also expects to get a listing for its shares on the Tokyo Stock Exchange within a few months—the only other stock market the company is currently considering for a listing.

Explaining the decision to apply for the London listing, the company said it desired to broaden its financial base and noted recent "quite large" purchases in Paris of CFP shares by British investors.

Group consolidated profit after taxation and minority interests has increased from Frs.442m. in 1968 to approximately Frs.578m. for the year ended December 31, 1972. CFP unaudited profit for the first six months of 1973 amounted to Frs.252m., an increase of 10.5 per cent. over the equivalent figure for the first six months of 1972.

The share capital of CFP is divided into 100,745 A shares and 21,273,059 B shares. The French Government holds 95.9 per cent. of the A shares and 34.7 per cent. of the B shares. The B shares not held by the French state are quoted on the Paris Stock Exchange.

Application has been made to the Council of The Stock Exchange for the admission to the Official List of 13,888,769 B shares of CFP. Dealings in London are expected to begin on September 27, 1973. The introduction has been arranged by Morgan Grenfell and Co., and Banque de Suez (U.K.) with Cazenove and Co. as brokers.

The group carries on exploration, production, transportation, refining and marketing of oil and natural gas. It also has substantial interests in the field of petrochemicals and more recently has started to diversify its activities towards nuclear energy with an initial object of developing its own uranium resources

Schickedanz expects slow-down

BY ANDREW HARGRAVE

FRANKFURT, Sept. 19.

AFTER DECLARING what it calls an above-average increase in sales and a solid profit for the year 1972-73 (ending January 31), the Fuerth-based Schickedanz Group which includes Europe's largest mail order organisation is less sanguine about the immediate future.

It reports a considerable decline in demand in July-August as a result of a slow-down in the rise in disposable incomes after a half-year which showed an increase in sales of 13.7 per cent., still above average though slightly below the 1972 figure of 15 per cent.

Nevertheless—and in spite of steeply rising costs, Frau Grete Schickedanz, merchandising director, assured customers of the group's determination to honour the six-month guarantee on prices.

Within the total rise of 15 per cent. in group sales, to DM4,711m., last year, sales of the mail order organisation alone rose by 19.1 per cent. to DM2,465m. The other activities, the largest part of which comprises a chain of supermarkets and retail stores as well as petrol stations and a wholesaler, recorded a rise of 19.8 per cent. to DM2,246m. The bulk of Schickedanz activities are covered by the trade name Quelle.

After-tax profits for the financial year rose to DM41.9m. from DM30.8m. in 1971/72. Assets are DM1,073m. (DM 909.6m. in 1971/72). The annual report also notes an improved position in the balance of interest charge, the result of less dependance on outside financing, as well as a lowed rate of special depreciation.

Cost increases last year exceeded those of 1971 by almost 20 per cent. those of distrbution by 24 per cent. While last year's cost increases could be largely offset by sales expansion, and rationalisation measures, this would be more difficult this year because of the slow-down in expansion and the limitations to further rationalisation, the company commented.

Bank loans 'cheaper than Eurobonds'

By Mary Campbell

THE cost of medium term borrowing from banks is now significantly lower than the cost of making a Eurobond issue, according to figures published by Wm. Brandts, the London merchant bank. Taking into account a margin of ½ per cent. plus a syndication fee of ½ per cent. of the total loan amount, in the case of medium term loans, and the cost of 2½ per cent. in underwriting and management fees for a bond issue, Brandt's concludes that the average cost of funds on a floating rate loan has been cheaper for first class borrowers than the average cost of U.K. Eurobond issues since 1969.

The choice of figures made by Brandts in reaching this conclusion is certainly arguable—an interest rate spread of one half of one per cent on a medium term loan, for example, is low even by current standards, let alone by the standards of 1967. However, the differentials in average borrowing costs between the medium term lending and Eurobond markets which Brandts quotes are as wide as ½ per cent. for funds raised at the beginning of this year, and no-one would argue with the view that the differential cost of raising funds by the two methods has narrowed in recent years.

This analysis by Brandts appears in a pamphlet called An Introduction to Lending on the Eurocurrency Market, which gives both a brief history of the development of the market and describes how it works.

The pamphlet also sets out calculations of likely future sources of Euromarket funds. Of these, it sees deposits by oil producing countries as the most important. It estimates tax revenues from oil exports by Middle Eastern and North African countries at $19,100m. in 1975 and $63,400m. by 1980. Even allowing for the fact that a substantial part of these funds will not be deposited on the Euromarkets, Brandts estimates that funds available to international banks from this source are likely to accumulate to over $100,000m. between now and 1980.

Kongsberg deal with Philips

OSLO, Sept. 19.

KONGSBERG VaPENFABRIKK, the Norwegian State-owned company which produces weapons, engineering goods and electronic equipment, has concluded a sales agreement with Philips, of Holland, under which Philips will market Kongsberg's computer numerical control equipment for machine tools in western Europe, apart from Scandinavia.

Finance arranged for first Algerian LNG carriers

BY JAMES McDONALD, SHIPPING CORRESPONDENT

FORTY-THREE banks throughout the world yesterday signed in London agreements to lend $200m. to the Algerian national shipping company towards the building of three 125,000 cubic metres liquid natural gas (LNG) ships, costing at to-day's shipbuilding prices about $300m.

The loans are the first in a series to Algeria, probably by the same syndicate of banks, which may eventually total about $1,000m. for the building of a fleet of 13 of these sophisticated ships.

The 12-year $200m. loan to Compaigne Nationale Algerienne de Navigation (CNAN) was negotiated by Citicorp International Bank, First Chicago and the Fuji Bank in collaboration with Banco di Roma, Credit Lyonnais and UBAF. CNAN is the operator of Algeria's merchant marine, notably in the cargo, hydrocarbon and passenger sectors.

First Chicago — the London merchant bank subsidiary of The First National Bank of Chicago, is also acting as agent bank for the loan, which is guaranteed by Banque Exterere d'Algerie.

Orders for the three ships will be placed before the end of this year and their deliveries should be between the end of 1976 and the early months of 1977. Their delivery will coincide with the completion of the additional gas liquefaction facilities planned for Skikda and Arzew in Algeria.

The loan will play an important part in meeting the energy shortage in the U.S. and Europe, it was claimed yesterday. Algeria has one of the largest natural gas reservoirs in the world, with over 2,000,000m. cubic metres of recoverable "wet" gas. The gas has relatively low sulphur content as well as other desirable technical qualities.

The interest of such a large number of banks—17 of them are Japanese and the Midland Bank is the only British representative —in a comparatively small financing operation is that CNAN plans to order soon a further 10 LNG carriers, costing about $1,000m. in which, on the basis of the present agreement, between $600m. and $700m. would represent bank loans.

After the signing ceremony yesterday — the 43 bank representatives signed 65 separate documents, a total of 2,795 signatures—Mr. Mohamed Guendouz, general manager of CNAN, revealed that the company would need a further 10 LNG ships of about the same size, costing about $1,000m., to meet the Algerian government's commitment that at least 50 per cent. of all gas exported should be carried in CNAN owned or chartered ships.

At current prices the banks' loans represent about two-thirds of the cost of the LNG vessels. Much of the remaining cost will come from export credits from the countries where the ships are built.

The choice of the shipyards where the vessels are to be ordered has not yet been decided. CNAN is still examining tenders. But what is definite is that no British shipyard will share in the work on these valuable and highly sophisticated vessels.

Requests for tenders were sent to all the major shipyards throughout the world, including three in the U.K. A total of 15 yards replied with tenders—from France, West Germany, Sweden, Belgium, the U.S. and Japan. The British yards invited did not tender because, they explained, they could not build LNG ships to the specifications over a capacity of 80,000 to 85,000 cubic metres.

With CNAN committed to carry at least 50 per cent. of Algeria's gas exports, it would follow that there is capacity available for non-Algerian shipping to carry the remaining 50 per cent. On the basis of the 13 LNG carriers which CNAN expects to order, this would assume that a further 13 vessels of the same size, costing another $1,300m. will be tendered to world shipyards within the next year or two.

CNAN was established as a State company in 1963 to concentrate into one organisation the maritime transportation functions previously performed by private companies. All the capital was provided by the Algerian Government. By the end of this year it will own a fleet of 30 ships and have under charter a further 80 vessels.

To meet the Government's requirements that at least 50 per cent. of all merchandise imported and exported should be carried under the Algerian flag, CNAN will have to order and charter substantially more tonnage between now and 1977. Its present fleet—owned and chartered—carries only about 25 per cent. of import and export trade. "To arrive at the 50 per cent. level we will need to duplicate or triplicate our current cargo carrying capacity," he said.

Apart from gas, CNAN expects to order soon between six and 10 oil tankers, each of about 120,000 deadweight tons, Mr. Guendouz added.

Swedish special steels agreement

By John Walker

STOCKHOLM, Sept. 19

TWO SWEDISH steel produce[rs] Bofors and Uddeholm ha[ve] negotiated a long-term agr[ee]ment for both the manufactu[re] and sales co-operation in cert[ain] steel sectors of their compani[es].

The agreement, which com[es] into force on January 1 n[ext] year, states that Uddeholm w[ill] market the unified product p[ro]gramme of the two compan[ies] for bar steel used in the ma[nu]facture of tool and structu[ral] steels. The agreement wh[ich] does not include any other st[eel] products, is an important st[ep], Uddeholm says, in the structu[ral] rationalisation in the Swed[ish] special steel sector.

The released capacity in [the] case of Bofors will be used [to] strengthen other parts of th[e] steel production such as di[e] forgings, precision forgings [and] forged rollers.

AT&T lifts revenues

AMERICAN TELEPHONE [and] Telegraph net profits for the y[ear] ending August 31 were $2,901.[...] ($2,372m.). Profits per sh[are] were $4.94 ($4.08) while ope[rat]ing revenue was $22,70[...] ($19,900m.). The figures incl[ude] an extraordinary credit [of] $46.6m. or 8 cents a share pr[ofit] on the sale of Comsat stock.

Final quarter profits w[ere] $799.6m. ($642.9m.) equival[ent] to $1.36 per share ($1.10) [on] operating revenues of $5,90[...] ($5,300m.).

Company Results

Motor and General bonus issue planned

● Motor and General Underwriters Investment Holdings, the Singapore insurance and financial associate of Haw Par Brothers International, announces profits of $S3.41m. ($S1.2m.) for the year ending June, 1973.

Directors are recommending a one-for-one bonus and a first and final dividend of 35 per cent. (25 per cent.).

Profits per share have risen by over 90 per cent. in the past year and net tangible assets increased from $S5.1m. to $S19.1m.

The acquisition of Fort Development Private, completed since the year end has further added to net tangible assets which are now announced as $S2.70 per share.

● Fabrique Nationale Herstal (FN) had a loss of Frs.13.9m. (profit Frs.31.2m.) for year ended June 30, after depreciation of Frs.145.1m. (Frs.147.8m.) on a turnover of Frs.3,854m. (Frs.4,214m.). Carried over profit comes to Frs.5m. (Frs.18.9m.).

The company said it will again omit a dividend, having last paid a dividend in 1970 of Frs.150 net per share.

● Société Metallurgique de Normandie, first half gross earnings before depreciation, provisions and tax, were Frs.71.6m. (Frs.34.7m.).

Sales were Frs.351.6m. (Frs.281.6m.).

● La Redoute a Roubaix pre-tax sales for the six months to the end of August were Frs.606.34m. (Frs.577.01m.).

Group pre-tax sales were Frs.717.72m. up 9.15 per cent.

● Amfas Groep said satisfactory first half results justify the expectation that net earnings for the whole year will at least equal last year's Fls.16.1m.

Atlas Consolidated Mining and Development Corporation has voted an extra quarterly dividend equivalent of 14½ cents. The dividend is in addition to the regular quarterly payout of 29 cents, making a total of 43½ cents. Dividends are payable October 29 to holders of record before September 28.

Directors also approved an increase in authorised Common to 70m. shares from 20m. shares and they approved declaration of a 100 per cent. stock dividend. The directors' action is subject to shareholder approval at a special meeting on December 4. The proposed record date for the stock dividend will be December 14 and issuance of new shares will be about one month later, the company said.

The Atlas Board has also announced that it has received a formal notification from A. Soriano Corporation (ANSCOR) that the latter has concluded the exploration and pre-exploitation phase of the nickel deposits in Palawan and Davao, over which ANSCOR had acquired operating rights. In exchange for reimbursement by Atlas of all ANSCOR's expenditures on the nickel deposits and a royalty of 4 per cent. of production, ANSCOR tenders to Atlas all its rights, interests and obligations in these claims in compliance with the first refusal option ANSCOR granted Atlas.

● Nippon Sheet Glass Co. is considering reducing its dividend for the six months ending September this year to Y2.5 or Y2 per share from Y3 paid for both the preceeding term and a year earlier.

Nippon Sheet officials cited increased raw material and labour costs as well as increased interest payments during the period as reasons for the projected dividend cut.

Nippon sheet glass expects its net profit for the October term to total Y620m., down from Y740m. in the preceding term and Y760m., a year earlier.

The company's sales for the half-year term are expected to total Y29,300m., up from Y26,030m. in the March term and Y24,310m. a year earlier.

● Champion International Corporation expects 1973 third- and fourth-quarter results to "significantly" exceed the year-earlier levels. Last year the company reported primary earnings per share for the third and fourth quarters of 47 cents and 39 cents respectively.

It was "unlikely" the first-half earnings rate of $1.52 a share could be maintained for the second half, the company said. However if housing starts were in the 1.8m. to 1.9m. range, with plywood prices holding at current levels, earnings in 1974 should "approximate" those of 1973.

Champion is increasing its capital spending programme for the next five years to $1,250m. from the previously announced $600m. The programme includes construction of 35 new plants to manufacture building materials and an additional 1m. square feet of building materials warehousing space.

● John Martin and Co. had consolidated net profit of $A2m. for the year to July 31 (1.7m.) after providing $A1.92m. for taxation (1.44m.) and $A659,661 for depreciation ($A606,426).

Final ordinary dividend was 7 per cent. making 12 per cent. on capital increased by the one-for-three bonus earlier in the year.

● The Moevenpick Group, which apart from its own restaurants and hotels runs an important international catering consultant service—(including a recent large agreement with Brooke Bond Liebig and the long-standing arrangement with the Swiss Centre restaurants in London)—is to increase dividend for the year ending September 30 to over the 1971-72 level of 14 per cent. following a turnover increase of some 27-28 per cent. and a cash flow expansion by as much as 50 per cent.

Bids and Deals

Citibank takes majority holding in loan compan[y]

● The First National City Bank has received the approval of the French authorities for the acquisition, through a subsidiary company, of a majority shareholding in the Société Auxiliaire d'Equipments (S.A.D.E.).

Based in Dijon, S.A.D.E. extends consumer loans through its branches in Eastern France. The branch network of S.A.D.E. will complement the Société de Crédit pour l'Acquisition et l'Amelioration des Immeubles (S.C.A.M.)—which was acquired in July by First National City Corporation, Citibank's parent company—enabling Citibank to offer a range of financial services to individuals throughout France.

● Pullman said a public offering of 25 per cent. of the common stock of its 80 per cent. owned French subsidiary Trailor, is planned on the Paris Bourse, which has approved listing of the stock.

Pullman itself is considering selling about 15 per cent. of its holding, and two other stockholders will sell a total of 10 per cent. of Trailor common.

● Asa d'Assurances Royale Belge Vie-Accidents will take a 20 per cent. share in Crédit Foncier de Belgique to collaborate in the insurance, loans and savings sectors, the two companies have announced.

This will be effected by raising Crédit Foncier's share capital to Frs.300m. from Frs.240m. and the issue of 30,000 new shares to Royale Belge.

● Societe Meridionale Finanziaria (SME), a state holding company, is reported to be negotiating the takeover of Gamma, a private company controlling a supermarket chain.

SME, which recently acquired a controlling interest in Alimont, the former food division of Montedison, is seeking to strengthen its food distribution. Gamma owns 53 distribution points in Italy. SME already controls Generali Supermercati, Italy's largest supermarket chain.

Banco Industrial Del Mediterraneo — the Valencia-ba[sed] Spainsh Industrial investm[ent] bank—has acquired from Es[so] Corporation the control of N[...] formerly Fibras Esso, S.A. w[hich] operates an 8,000 tons per [...] nylon fibre factory at Sarag[ossa].

● Mitsui and Co.'s 450 shares [will] be traded on the Amster[dam] Stock Exchange from Septem[ber] 27. The syndicate that will ha[ndle] the issue includes Bank Pie[rson] Heldring en Pierson, Algem[ene] Bank Nederland, Amster[dam] Rotterdam Bank en Bank [Mees] and Hope.

● Honda Motors Co. has lice[nsed] Chrysler corporation to buil[d] low-pollution compound vo[rtex] controlled combustion engi[nes in] the U.S.

Honda said it will pro[vide] Chrysler with the patents [and] know-how on the new en[gine] qualified by the U.S. Envi[ron]mental Protection Agency to [meet] the 1975 emission co[ntrol] standards.

The 17-year non-exclusive [con]tract also authorises Chrysle[r to] mount the engine in all mo[dels] to be sold to world market[s, it] said.

Chrysler is the third car m[aker] to be given the CVCC en[gine] know-how following Toyota M[otor] Co. and Ford Motor Co.

● Gannett Company will in[vest] $10m. towards purchase of [...] newsprint machines by Kr[...] Pulp and Paper of Montreal.

Under the agreement, Gan[nett] said, it is to receive an ave[rage] of 75,000 tons of additional ne[ws]print annually for five years, w[ith] options to continue or incre[ase] the tonnage for another [...] years.

The Gannett chain of 53 d[aily] U.S. newspapers will consu[me] about 232,000 tons of newsp[rint] this year, the company noted.

● Newmetal Mines of Austr[alia] has bought a 90 per cent. inter[est] in the Sunlover Hotel in the [...] Islands.

The venture will be finan[ced] through its 75 per cent. ow[ned] subsidiary, Papuan Nickel [Ex]ploration, partly by rais[ing] capital, and partly by loan fu[nds].

SELECTED EURODOLLAR BOND PRICES

MID-DAY INDICATIONS

STRAIGHTS	Bid	Offer
Anglo American 7½pc 1987	88½	89½
Ashland 8pc 1987	93½	94½
Bluebell 7½pc 1987	87	88
British Land 8pc 1987	90½	91½
Cadb'y Schweppes 7½pc '90	89½	90½
Carrier 8pc 1987	93	94
Consol. Foods 7½pc 1991	88½	89½
Cutler Hammer 8pc 1987	94½	95½
Denmark 7½pc 1990	88	89
Fisons 8½pc 1987	93½	94½
General Cable 8½pc 1987	94½	95½
Grand Metropltn. 7½pc '87	86	87
Guardian R.E. 8pc 1987	93	94
Gutehoffnungshte. 7½pc '88	88½	89½
Hambros 7½pc 1987	92½	93½
Hamersley 8pc 1987	90	91
ICI 7½pc 1992	89	90
Kleinwort Benson 8½pc 1987	96	97
Legal and General 7½pc '88	89½	90½
MEPC 8pc 1991	89	90
Michelin 7½pc 1988	89	90
Nat. & Grindlays 7½pc '87	90	91
RHM Intl. 8pc 1988	90	91
Prov. of Quebec 7½pc 1988	89	90
Shell Intl. 8pc 1986	95½	96½
Slough 8pc 1988	87½	88½
South Africa 7½pc 1987	88	89
Standard Oil (Ind) 8½pc '88	98½	99½
Tenneco 7½pc 1987	89½	90½
Town and City 8pc 1987	88½	89½
Volvo 8pc 1987	90½	89½
Wellcome 8½pc 1987	93½	94½
Williams & Glyn's 8½pc '87	96	97
NOTES		
Bank of Tokyo 7½pc 1976	97	99
Barclays 7½pc 1979	96	97
Du Pont 7½pc 1975	96½	97½
Esso Intl. 7½pc 1978	94½	95½
First Chicago 7pc 1980	91½	92½
General Motors 8½pc 1976	100	101
Rockwell Intl. 7½pc 1979	93½	94½
Tenneco 7½pc 1978	91½	92½

Source: White Weld Securities.

CONVERTIBLES	Bid	Offer
American Express 4¼pc '87	112½	[illegible]
American Motors 6pc 1992	102½	[illegible]
Amoco 5½pc 1984	116½	[illegible]
Beatrice Foods 4½pc 1992	85	[illegible]
Beatrice Foods 4½pc 1992	99	[illegible]
Borden 5pc 1992	87½	[illegible]
Broadway Hale 4½pc 1987	92	[illegible]
Carnation 4pc 1987	86½	[illegible]
Chevron 5pc 1988	103	[illegible]
Dart 4½pc 1987	100½	[illegible]
Economic Labs. 4½pc 1987	103½	[illegible]
Ford 6pc 1986	91	[illegible]
Ford 5pc 1988	[illegible]	[illegible]
General Electric 4¼pc 1987	94	[illegible]
Gillette 4½pc 1987	99	[illegible]
Gould 5pc 1987	[illegible]	[illegible]
Halliburton 4½pc 1987	130½	[illegible]
Harris 5pc 1992	84	[illegible]
Hitachi 6½pc 1984	148	[illegible]
Honeywell 6pc 1986	106	[illegible]
ITT 4½pc 1987	81	[illegible]
Komatsu 6½pc 1984	136	[illegible]
J. Ray McDermott 4½pc '87	121	[illegible]
Masco 4½pc 1987	[illegible]	[illegible]
Mitsubishi Elec. 7pc 1985	192	[illegible]
J. P. Morgan 4½pc 1987	125½	[illegible]
Motorola 4½pc 1987	141½	[illegible]
Murphy 5pc 1989	138½	[illegible]
Owens Illinois 4½pc 1987	97	[illegible]
J. C. Penney 4½pc 1987	101	[illegible]
Rank 4½pc 1995	94½	[illegible]
Revlon 4½pc 1987	95½	[illegible]
Sime Darby 5½pc 1988	84½	[illegible]
Slater Walker 5½pc 1987	79½	[illegible]
Sperry Rand 4½pc 1987	104	[illegible]
Squibb 4½pc 1987	98½	[illegible]
Toshiba 6½pc 1985	170	[illegible]
Union Carbide 4½pc 1982	87½	[illegible]
Warner Lambert 4½pc 1987	99½	101
Warner Lambert 4½pc 1988	90½	[illegible]

Source: Kidder, Peabody Securities.

Fitzwilton doubles profits

PRE-TAX PROFIT of Fitzwilton, the Dublin-based holding company with interests ranging from fertilisers to newspapers, rose from £1.23m. to £2.9m. for the period to June 30, 1973 on an annualised basis.

Sales expanded from £18.8m. to £44.6m. Net profit improved from £639,000 to £1.46m., after tax up from £590,000 to £1.4m.

A final dividend up from 8 per cent. to 13 per cent. lifts the total from 14 per cent. to 20 per cent.

The group balance-sheet, to be issued in November, will show a surplus of £9m. resulting from revaluations. This divides as to £5m. on properties and £4m. on plant and machinery.

Following mergers, the results to June 30, 1973 include profits of certain group companies for periods ranging from two months to 22 months. The directors have annualised the results by taking figures for 12 months to June 30, 1973 in the case of subsidiary companies. In the case of associated companies, the figures for the latest available 12 months have been included.

The associated companies whose results are consolidated for the period to June 30, 1973 are Richardsons Fertilisers, Ulster Fertilisers, Polytex, Irish Metal Industries, Independent Newspapers and McKone Estates.

Figures for New Ireland Assurance Company have been included in the annualised results.

Unaudited preliminary results (not annualised) show that sales rose from £18.8m. in the year to June 30, 1972 to £51.6m. in the period to June 30, 1973. Pre-tax profit increased from £1.23m. to £2.68m.

Farm land values up again

By Our Commodities Staff

[TH]E PRICE of farm land is [ris]ing again. In the second [qu]arter of this year it went up [by] an average of £955 an acre for [far]ms of under 100 acres with [vac]ant possession, according to [the] quarterly survey of the [Co]untry Landowner's Associa[tio]n.

After prices slipped back a [litt]le in the spring, land values [ha]ve again forged ahead, the [Ass]ociation says. The survey [cov]ered the sale of 182 farms [wit]h a total area of 31,500 acres [in] the quarter ended July 31—[mo]re than in any previous CLA [sur]vey.

A third of the land in the [sur]vey — 17,000 acres — was [bou]ght by institutions, as [opp]osed to individuals or family [tru]sts.

The average price for farms [wit]h vacant possession (under [100] acres) rose from £923 an [acr]e in January and April to [...]5 in July; for farms of more [tha]n 100 acres the prices were [...]6 in January, £603 in April [and] £884 in July.

For land without vacant [pos]session the average prices [we]re (under 100 acres) £485 in [Jan]uary, £414 in April and £485 [...] in July. Over 100 acres: [...]6 in January, £617 in April [and] £663 in July.

Major wheat exporters meet to-day

ROME, Sept. 19.

[HIG]H-RANKING representatives [of] the world's five major wheat-[exp]ortin gcountries meet here [to]morrow in conference to con[side]r the global shortage of [wh]eat and soaring prices.

The emergency one-day con[fer]ence was called by Mr. [Ad]eke Boerma, director-general [of t]he UN Food and Agriculture [Org]anisation (FAO).

[H]e warned vulnerable develop[ing] countries had to secure their [min]imum essential cereal im[por]ts for 1973-74 if they were to [avo]id "acute hardship, serious [soc]ial and political instability [and] possible starvation."

The five countries attending [the] meeting are Argentina, Aus[tral]ia, Canada, France and the [U.S.], along with representatives [of] the EEC commission, the [Wo]rld Food Programme, and the [Int]ernational Wheat Council.

FAO officials stressed the con[fer]ence will be a "private con[sult]ation" behind closed doors. [It i]s doubtful if a communique [will] be issued after the talks. [Re]uter

World grain supply outlook brighter

BY ROBIN REEVES, COMMODITIES EDITOR

THE OVERALL supply situation of foodgrains, coarse grains and vegetable protein feeds seems to have taken a turn for the better, according to the International Wheat Council's latest market report published yesterday. So much so in fact that the council calculates that the deficit between world import demand for wheat and exportable supplies may have disappeared altogether.

Whereas last month the council was predicting a world deficit of 9m. tons—supplies of 57m. tons against needs of 66m. tons—it now forecasts potential wheat export availabilities at 59m. to 62m. tons and import requirements between 62m. and 65m. tons.

Maize imports

"The previously forecast deficit in the supply and demand situation has now been reduced through improved supplies in some exporting and importing countries, by rationing through price, and by an expected further draw-down in carryover stocks at the end of 1973-74," says the report.

The improved outlook for wheat supplies is based on the expectation that less wheat will be used for animal feed purposes now that feedgrains, notably maize promise to be cheaper and more plentiful.

It points out that in general crops in the Northern hemisphere are expected to be very good and will in some instances set new records. At the same time it suggests that high meat prices in many regions of the world are likely to lead to a reduction, first in meat consumption and second, in animal numbers. A decline in the use of feedgrains would follow which, in turn, could possibly result in additional quantities of feedgrains becoming available for export especially in the U.S. "More wheat could then be released for human consumption in other countries," says the report.

The council singles out the EEC as a case in point. It is currenly expected to use about 9m. tons of wheat for feed in 1973-74 while its maize import requirements are put at a minimum of 10m. tons this year.

"If the EEC could increase its maize imports without disturbing market prices unduly, it could probably export more wheat than is at present forecast. Furthermore, high price of feedingstuffs should lead to their more efficient use in animal rations. Increased availabilities of soyabeans and soyabean meal could also result in a reduction of the quantities of grain fed."

Although the Council does not say so, the greater wheat exports it is looking for could presumably be generated by further reducing the denaturing premium or doing away with it altogether. The premium is paid in order to allow wheat surplus to human requirements to compete in the animal feedgrains market. Its reduction or removal, already forecast in the trade for later this year, should make EEC wheat export sales more attractive.

Rice crops

But while painting a generally brighter picture, the Council adds that there still remain the uncertainties of the Southern hemisphere cereal crops, and of the rice and other foodgrain crops in South Asia, which may play a determinant role in the wheat supply and demand situation in 1973-74.

"Wheat production in Australia will show a substantial increase over last year. And while the rice outlook is poor in certain areas in Asia, particularly in Indonesia and the Philippines, the situation looks more promising in Thailand, the Republic of Korea, and in India. There, the autumn-harvested crops, not only of rise but also of other foodgrains are likely to have benefitted from the monsoon rains which, overall are reported to be satisfactory."

EEC backing for wider fishing limits

BY LORELIES OLSLAGER

BRUSSELS, Sept. 19.

THE EUROPEAN Commission has implicity conceded the possibility of EC member countries extending their fishing limits around problem areas. Such a step would further reduce the importance of the Community's controversial Fisheries Policy, which was already heavily dented by compromises reached during the enlargement negotiations.

The Commission's opinion, although extremely carefully formulated, could become an embarassment for Britain at this very moment when it is engaged in its fisheries dispute with Iceland.

Concretely, the Commission accepts the possibility only for Greenland and the Faroes, for which Denmark had demanded special treatment earlier this year. But it said arrangements made for these two could also be applied to other areas of the Community, provided they could prove that their dependence on fish was as great.

At present, EEC countries can protect their problem fishing areas by a 12-mile limit. Denmark is said to be aiming eventually, for 50 miles.

In its reply to the Danish memorandum, the Commission is not making any concrete proposals, but only gives an outline of possible meusures that could be taken to help the Danes. The Commission paper will now be discussed by the member States and in the light of their reactions the Commission will make concrete suggestions.

One possibility of solving the problem of Greenland and the Faroes, the commission said, would be to limit the catch of certain species in the "eventually enlarged" waters around these territories. The catch quota would be shared out among the Community countries, but local fishermen would have priority.

Other possibilities were to limit access to certain areas for cetrain periods of the year, or to regulate catch methods, the Commission said. Whatever arrangements were made for Greenland and the Faroes, the Commission added could later be incorporated in international agreements.

GREEK WHEAT IMPORT NEEDS

ATHENS, Sept. 19.

Greece will be in the market soon for the purchase of 100,000 tons of wheat, a spokesman for the Ministry of Commerce said to-day.

An international tender for this amount will be announced probably next week, he said. Reports in New York that Greece wanted to buy 250,000 tons of wheat were inaccurate he added.
Reuter

Danish bacon price war threat

By Our Own Correspondent

COPENHAGEN, Sept. 19.

A PRICE WAR on the British bacon market among competing Danish bacon factories could break out soon if two concerns carry out their threat to leave the Danish Bacon Export Association, which has controlled Denmark's total bacon exports for several decades.

The two factories — Tulip and Danish Crown — have announced that they will leave the export association with effect from October 1, but it is not altogether unlikely that the two sides in the dispute will kiss and make up after all. At present all Denmark's co-operative and private bacon factories are members of the association. Danish Crown and Tulip together account for about 17 per cent. of pig slaughterings.

Tulip gave notice to leave the association last year but agreed to withhold its resignation while an impartial committee, chaired by Mr. Thorkild Kristensen, former OECD secretary-general, considered the issue and tried to find a compromise.

So far the Kristensen committee has only presented an unpublished draft report and its final conclusions will not be available for about a month. The action by Tulip and Danish Crown may therefore merely be designed to strengthen their bargaining position

Tulip was originally mainly a meat canning concern, but was joined a few years ago by several small curing factories, and this gave it a major interest in bacon. It appears to have felt that it could do itself a good turn by marketing its bacon independently of the association. According to Press reports, which it was not possible to confirm to-day, Tulip plans to transport and sell its bacon in Britain independently with its own retail distribution set-up.

If the two factories do break away they could easily be joined by others, which could have most serious consequences for Danish bacon exports.

The export council, which until a few years ago had 47 per cent. of the total British bacon market under the bacon market sharing understanding and still has over 40 per cent. of it, was able to gear its entire effort to caring for the long term interests of bacon producers. It could thus safely ignore short term advantages. This whole strategy would break down if factories began competing with each other.

CEYLON AGRICULTURE

Food production put on war footing

BY A CORRESPONDENT

UNLIKE ITS neighbour India, Ceylon has never faced a serious food shortage. But all the signs now unmistakably indicate that the country is headed in that direction. Already, Ceylonese have begun to feel it. Apart from the non-availability of several imported items of food which have been totally banned due to spiralling prices in the world markets, wheat flour which supplements the weekly rice ration of two measures (4 lbs) is available only in very limited quantity. Bread is in very short supply and several bakeries, unless given an increased quota, are expected to close down resulting in the unemployment of several thousands. The chances of obtaining flour from the U.S. for the rest of the year are virtually nil.

The two successive droughts of 1971 and 1972, made worse by the insurrection of several thousands of youths in the summer of 1971, have seriously affected domestic production of rice—the staple of some 13m. Ceylonese. Of the 710,000 acres only 535,000 acres have been cultivated for this year, while the balance was left out due to the continuing drought.

Casava flour

Of the 350,000 tons expected from this crop — some knowledgeable sources say it will not exceed more than 270,000 tons — the State-sponsored Paddy Marketing Board (PMB) expects to collect only 50 per cent., as farmers may keep the balance partly for their own consumption and partly to sell it at a higher price in the open market. Farmers expect prices to soar in the coming months in the face of the world rice shortage and Ceylon may not be able to obtain its supplies from its traditional sources, chief of which is China which supplies 240,000 tons a year under the Rubber-Rice Agreement. According to the Rice Bulletin of the Commonwealth Secretariat, China's production is expected to decline by 4 per cent. this year due to the failure of the rains.

Although the PMB is the sole monopoly buyer of paddy (unmilled rice), its purchasing machinery is inefficient. While the private trader visits the farmer at his doorstep and purchases paddy at a price higher than that paid by the Government under the guaranteed price scheme, the FMB expects him to transport his produce to Government stores. He has to travel several miles to the nearest store and even then he has no assurance that his produce will be bought. It is alleged that not a few of the purchasing officials are corrupt and unless bribed reject the paddy on the pretext that the go-downs are full or that the paddy is not dry enough. On the other hand, the private trader does not make much fuss about moisture content, and besides the higher price, he also advances capital to enable him to prepare the field for the next sowing.

In an effort to build up buffer stocks to meet any unforeseen shortfall in imports, the Government is now considering the question of paying farmers a higher price for paddy to bring it in line with the price paid by the private trader. It is extending them credit facilities on easy repayment terms and supplying them with fertilisers and agricultural implements at subsidised rates.

Besides this, Government has placed food production on a war footing on the lines similar to the one launched by the British Colonial Government during the Second World War when Ceylon's food supplies were completely cut off following the Japanese occupation of South-East Asia.

The people's response to this was excellent.

The present campaign is to mobilise the people to grow more subsidiary foods to supplement the rice ration which may be reduced should the need arise if supplies fail. Though the campaign has still to get under way, farmers are cultivating vacant land with subsidiary food crops such as cassava, maize, millet, pulses, sweet potatoes, yams, soyabeans, vegetables and fruits.

Cassava has been found to be a good substitute for wheat flour, though its protein content is much less. Researchers in Mysore, India, have reported the successful use of cassava flour enriched with fishmeal protein. Scientists working at an experimental bakery in Culham, England, are reported to have made high quality bread from cassava, maize and millet.

It is also reported that the Cereals, Bread and Flour Institute of Wageningen in the Netherlands has produced, on behalf of the UN Food and Agriculture Organisation, a white crumb bread based on cassava flour which contains no wheat and whose nutritional inferiority is offset by the addition of vegetable protein such as coconut which grows in abundance in Ceylon. In any case, wheat is a relatively new food to the Ceylonese. Before the Second World War very few ate wheat-based foods.

Ban on imports

Although the food crisis is causing severe hardships to the Ceylonese, it is teaching them, that with extra effort and good weather conditions, the island can be self-sufficient in rice and several imported foods in a few years' time. Unlike neighbouring countries which are subject to periodic ravages of nature, most parts of Ceylon receive abundant rainfall and enjoy varied types of climate which favour the growing of several varieties of foodstuffs, vegetables and fruits.

In fact, some years ago the Government of the day banned imports of several basic foodstuffs. Admittedly, in the early stages of the ban the prices of potatoes, onions, chillies and pulses soared, but they soon tumbled and within a space of six years the country saved over Rs.60m. annually in imports.

This apart, domestic production is creating a new breed of "gentlemen farmers" who have become affluent almost overnight. They are mostly white-colur workers who leaser out Crown jungle lands and invested their savings on agricultural development. Several of them are known to be earning 25 to 30 times more than from their regular employment. Several of them possess their own vans and lorries which enable them to transport their produce to cities and towns and obtain a fat profit.

Impartial foreign observers are agreed that everything considered, Ceylon's food production drive is a much bigger success than India's. They believe that if the present tempo and enthusiasm are maintained much of the harsh effects of the famine which threatens this island will be mitigated.

COMMODITY MARKET REPORTS AND PRICES

BASE METALS

TIN—Closed at record levels. Speculative and stop-loss buying was seen in forward metal, in part encouraged by Tuesday's late news that the ITC buffer stock holding had fallen below 5,000 metric tons. Good consumer demand, especially from Europe and Scandanavia, was reported in cash metal. There was still no news from the current ITC meeting concerning changes in the buffer stock manager's dealing price ranges. It was understood that no metal was sold from the U.S. stockpile overnight despite the price being further lowered to [illegible] cents per pound. Turnover, [illegible] tons.

[illegible]

COCOA

[illegible]

COFFEE

[illegible]

RUBBER

[illegible]

SILVER

[illegible]

FREIGHTS

[illegible]

GRAINS

[illegible]

JUTE

[illegible]

SUGAR

[illegible]

WOOL FUTURES

[illegible]

MEAT/VEGETABLES

[illegible]

PRICE CHANGES

Prices per ton unless otherwise stated.

[illegible]

INDICES

FINANCIAL TIMES

REUTER'S

DOW JONES

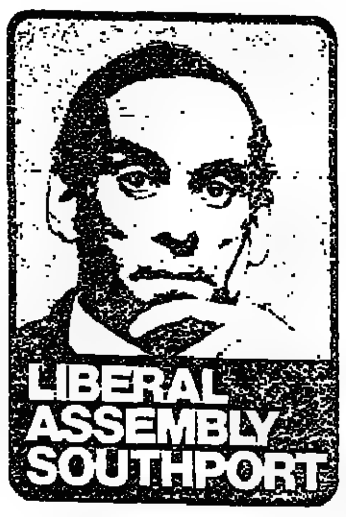
MOODY'S

[illegible]

U.S. Markets

NEW YORK, Sept. 19.

[illegible]



Thorpe pledges action on wages, tax and home loans

BY RICHARD EVANS, LOBBY CORRESPONDENT

SOUTHPORT, Sept. 19.

MR. JEREMY THORPE, the Liberal leader, to-day tried to present his party as a credible alternative government by outlining in detail a number of key policies on which Liberals will fight the next election.

In a rallying speech to over 1,000 enthusiastic delegates he poured scorn on the Government and the Labour Opposition and told Liberals to go all out for power.

Following the "relentless advance" of the Liberal Party over the last year it was now essential for the party to spell out its policies in detail, he said. For at the next General Election the object was not to gain the balance of power but to be given the opportunity to put policies into practice undiluted.

Fresh approach

Both the major parties were hopelessly stale, Mr. Thorpe argued, and an entirely fresh and imaginative approach was needed from the Liberals to take advantage of their recent by-election successes.

"There is no God-given or man-made right for the Conservatives or Labour to rule this country forever, and they do not between them represent the sum total of human and political wisdom," he added.

But Mr. Thorpe had a warning for Liberals gripped by the euphoria of the by-election and local election victories. "At last people are beginning to listen," he declared. "At last the voters are finding the courage to vote for a party which represents the best instincts and the soundest judgments of the British people.

"At this exciting moment we have an extra duty laid upon us. We must now recall the need for humility. We must not approach the chance of power in a spirit of arrogance or of conquest."

The Liberal leader went on to spell out in detail party policies on curbing inflation, controlling house prices, giving more help to the poor and improving relations in industry.

He called for a guaranteed minimum wage of £24 for a 40-hour week and said that pensions should be linked to a percentage of average industrial earnings.

Firms with 20 or more employees should have works councils and the Industrial Relations Act should be scrapped, Mr. Thorpe declared.

The minimum earnings plan would bring immediate help to the lower paid. It would be introduced over four years, adding over 3½ per cent. a year to Britain's wages bill.

Tax credits

The pensions plan would mean £18 a week for a married couple as 50 per cent. of current industrial earnings.

On tax, he promised: "In place of the existing 44 means tests, so beloved by our opponents, we will adopt a credit income tax system in which each citizen will be entitled, according to need, to three credits—personal, housing and social."

Mr. Thorpe warned that every one of these measures would be undermined unless the Government of the day managed the economy sensibly.

"The gnomes of Zurich would have understood and tolerated a temporary trading deficit, but what can they conclude when in a spending orgy worthy of a drunken sailor, the Prime Minister insists on Maplin, Concorde and the Channel Tunnel in one fell swoop," he declared.

He went on: "Mr. Heath and his crew have really proved a pushover for the building societies. In a language understood by everyone they have been rolled over a barrel."

First-time house buyers under 35 should be able to obtain 100 per cent. mortgages repayable over 30 years with interest only payable for the first five years, he said.

He urged that more land be released from the Green Belt for housing.

If about 1.7 per cent of "green areas," amounting to some 1m. acres, were converted to housing it would be enough to provide all road services, shop and other facilities for 6m. houses at a density of six houses an acre.

Mr. Thorpe warned his supporters not to devote their whole energies, to the exclusion of everything else, to community politics.

He was given a two-and-a-half minute standing ovation at the end of his speech.


Liberal MPs Cyril Smith (left) and David Steel at yesterday's Assembly

Supporters buoyant —survey

WIDESPREAD OPTIMISM among Liberal supporters about their party's prospects is reported in a snap survey carried out for ITN by the Opinion Research Centre.

In total, nearly 9 out of 10 Liberal supporters feel it was "very" or "fairly" likely that current Liberal supporters would vote for the party at the next General Election.

Nearly eight out of 10 claimed that they would probably still vote Liberal, even though they felt a Liberal candidate in their constituency had little chance of winning at the next Election.

Four out of 10 Liberal supporters expected the party to win "slightly more seats than they had now—for example, 15-25 seats" at the next General Election, and 30 per cent. expected the Liberals to win "quite a lot more seats than they have now, for example, 25-40 seats."

The survey was based on a national quota sample of 574 Liberal supporters, interviewed this week.

WATER PIPELINE FOR CUMBRAE ISLE

Work is to start soon on laying a five-mile underwater pipeline from Largs, Ayrshire, to Millport to improve water supplies on the Island of Cumbrae in the Clyde estuary.

Supplies have had to be shipped to the island at times because of water shortage.

Measures to stimulate competition urged

DURING THE first day the conference debated rail and water transport, regional policy, competition and corporate power and energy policy without the platform suffering any defeat of consequence.

The most organised assault on an official resolution came during a diffuse debate on competition and corporate power, when a number of Young Liberals argued that the resolution was not sufficiently tough to counter monopoly practices. But the resolution was accepted by a majority of two to one.

It urged the Government to stimulate competition by regulating the pricing and investment policies of those sectors of industry in which competition was ineffective or extinct; by levying a higher rate of corporation tax on company profits and by making the Monopolies Commission allow only those mergers showing clear economic benefits.

A separate attempt was made to delete a clause proposing that the Fraud Squad be assigned to investigate restrictive practices, backed by stiffer penalties for convicted companies and individuals, but the clause was accepted into the main resolution.

Motorway defeat

A resolution calling for energetic measures to ensure the optimum carriage of freight by rail or water was passed by the assembly. But part of a controversial amendment to suspend all further motorway development pending a full review of transportation requirements was heavily defeated.

Delegates were clearly apprehensive that its adoption would be interpreted as total opposition by the Liberal Party to all motorways no matter whether they improved the environment by by-passing towns or not.

The assembly later passed a lengthy resolution on regional policy calling for directly elected parliaments in Scotland, Wales and the regions of England; the replacement of employers' social security contributions of all kinds by a regionally varied payroll tax as a major aid to regional development; and the introduction of taxation disincentives for further development in congested areas.

Scotland 'can set the pace'

SCOTLAND was becoming and could become the pacesetter for the rest of Britain—provided the Scots did not listen to the militants and Jeremiahs, Mr. George Younger, Under-Secretary for Scotland, said yesterday.

'Unemployment was falling and investment rising steadily.

'The going is rough in parts,' he told a businessmen's meeting at Gourock, Renfrewshire. "It is particularly rough just now because of inflation and rising prices, which sometimes seem never-ending."

The Government, however, had taken firm and decisive action ever since this inflation crisis first bit us, and we can now get it under control this winter provided we get the backing of everyone who is worried about rising prices."

Trevor Jones rules out party pacts

IN AN inspired presidential address, Mr. Trevor Jones, who masterminded the recent series of Liberal by-election victories, called on the party to fight every seat at the next General Election and to ignore calls for a coalition with either of the two major parties.

"There can be no talk of pacts or alliances, no joining in these party games. We have to fight every constituency and we have to fight with the people," he declared. "The people will vote Liberal because they want a 'Liberal government, not because they want to see a political balancing act."

There has been a running argument within the party over the wisdom of fighting on too broad a front but from the reception given to Mr. Jones it appears that his views have gained general acceptance.

Power for people

With boundless self-confidence, he called on Liberals to get rid of the present political system and to give power back to the people. It was a skilful speech, taking full advantage of the euphoria created by the four by-election victories since last year's Assembly.

In addition, Mr. Jones helped to maintain party unity by praising the role played by the controversial Young Liberal element in the recent by-election victories, and by advocating more widespread adoption of the new brand of Liberal community politics.

He said this year would go down in history as the year in which the Liberal Party came alive and abandoned its ringside seat. "We are now in the ring and we are in there fighting. We have been winning and we mean to go on winning."

He thought there were many reasons for recent Liberal successes, not least the failure of both the other major parties to solve the country's problems.

He argued that the party would not have won Sutton and Cheam or the other by-election victories without community politics. When the electorate saw that the party was offering a different style they started swinging towards the Liberals.

But he warned that if the party went back on its commitments and started to play the party political game it would be rejected by the people just as surely as the Conservative and Labour parties were being rejected now.

Although the Young Liberal Movement had had more than its fair share of critical examination he urged delegates to remember that many of the ideals and radical policies now adopted by the party had sprung from the Young Liberals.

Mr. Jones argued that the main Liberal task was to make this country into a democracy again. The party wanted to win because it wanted to bring back power to the people. It was the present system, "this corrupt system with the same old glib slogans mouthed by the coffee pot cavaliers, which allows property speculators to plunder our cities and the landed aristocracy to make instant fortunes by exploiting the housing land shortage."

But what right had this or any other government to demand greater effort from the workers merely to make "the Boardroom bandits of Lombard Street" richer men? he asked.

The essential task for Liberals was to get rid of the present system.

He said the Liberal Party was going to fight the next General Election in such a way that the people would find power in their own hands, where it belonged. And after the General Election the Liberal Party would start to re-structure the country so that the people would never forget about their power again. The party was going to give back the running of their own affairs to the people of Scotland, Wales, and of the regions of England.

هكذا من الأصل

Shenley Investments holds 76% of new bank

BY MICHAEL BLANDEN

MR. PETER HUTLEY, a property bond pioneer, has set up a new bank, called Shenley Trust.

It is backed by Shenley Investments, the holding company in which Mr. Hutley and his family hold about 75 per cent., with Lazard Brothers and Friend's Provident and Century Life as shareholders.

Shenley Investments holds about 76 per cent. of Shenley Trust, with Charterhouse Group, the merchant bank, and Smith St. Aubyn, the discount house, also taking part of the shareholding.

The authorised capital of the new bank is £1m., of which £500,000 has been issued. With £500,000 of subordinated loan stock, this gives the bank an initial capital base of £1m.

Shenley Trust intends to concentrate on building up conventional commercial banking business. Its range of services include current accounts, personal overdrafts, the handling of deposits and the provision of short- to medium-term finance for corporate, agricultural and property customers.

Mr. Hutley explained yesterday that the bank planned to offer an attractive current accounts service for both personal and industrial customers. It will provide "personalised" statements on current accounts, and pay attractive rates on deposits.

The bank intends to specialise in offering finance and financial advice to smaller companies. It would expect, Mr. Hutley said, eventually to establish branches perhaps in the West End and in centres such as Birmingham and Manchester.

He emphasised that the management of the company is quite separate from that of Property Growth Assurance, the wholly-owned property bond subsidiary of Shenley Investments.

Mr. Hutley is chairman of Shenley Trust. The managing director is Mr. James Cassidy, formerly of the British Bank of the Middle East, and the other director is Mr. Roy Williams, formerly with Samuel Montagu. It is intended that Mr. Michael Stocker, one of the banking directors of Charterhouse Group, will join the Board on October 1.

Hijacking: airline pilots 'will act on their own'

BY OUR AEROSPACE CORRESPONDENT

THE WORLD'S airline pilots are convinced that the international conference in Rome, aimed at setting new agreements to stamp out hijacking and sabotage, has been a failure, and that they will have to take some action of their own against this menace.

Captain James O'Grady, president of the International Federation of Air Line Pilots' Associations (IFALPA), said in Rome yesterday that the conference, which ends to-morrow, "has most certainly been a failure.

"There is going to be no meaningful convention on hijacking and air piracy as a result of this meeting, and pilots now see they have no alternative but to act on their own," he declared.

Saying that the world's 50,000 airline pilots were "deeply angered at the callous attitude of certain nations," Captain O'Grady added that it was evident the time would come "for drastic action on the part of our members to halt the senseless terror that has infected the world."

IFALPA members in 65 countries were being asked for their views on a 48-hours ban on all air services into and out of any country which diverted a scheduled airliner from its normal path.

HORSE TRIALS

Many entries for Midland Bank event

BY MICHAEL DONNE

NEARLY 130 of Britain's top riders and horses have entered for the Midland Bank Horse Trials Championships of Great Britain which open to-morrow at Cirencester Park, Gloucestershire, the home of Earl Bathurst.

These championships are now assuming increasing significance in the horse trials calendar, ranking with other major events such as Badminton and Burghley. Through the two sections, Open and Novice, they provide an opportunity not only for established riders to bring on younger and inexperienced horses, but also for younger riders to demonstrate their abilities.

The presence in the entry lists this year of so many well-known names is a tribute to the success of the Bank's policy of sponsoring horse trials (over 50) throughout the country each year.

Final declarations by the competitors are due to-day, but as of yesterday, there were still over 60 entered in the Open section for the Golden Griffin Plate, including at least one member of last year's Olympic Gold Medal team, Bridget Parker on Cornish Gold.

Some of the British team at the recent European Championships at Kiev may participate, although two have already withdrawn—Olympic gold medallist Richard Meade on Wayfarer II and Lucinda Prior-Palmer on Be Fair. The Kiev course was so gruelling that these riders have decided to rest their horses.

Janet Hodgson with Larkspur, the combination whose courage in continuing at Kiev after two severe falls won everyone's admiration, has entered, and as of yesterday was still planning to run. Princess Anne, who also had a severe fall at Kiev, has entered three horses for Cirencester, Doublet and Goodwill in the Open, and the chestnut Flame Gun in the Novice.

Among other entries which should be worth watching are Marjorie Comerford on The Ghillie, who came fifth at Kiev, and Diana Thorne on The Kingmaker, who won the Midland Bank Novice Championship last year and came second at Burghley recently. Promising newcomers include Virginia Holgate on Dubonnet, the new European Junior Champion, now trying for the Open.

New blood

In the Novice section for the Golden Griffin Trophy there are also more than 60 entries, including several younger horses entered by experienced riders. This is significant in the light of next year's World Championships at Burghley.

With several of Britain's best-known horses of the past few years now either retired or nearing that point, an infusion of new blood is needed to carry on the traditions established by Britain in this branch of equestrianism. Among the horses that are showing considerable promise are Holme James and Manella, ridden by John Smart, Felday Fair and Dr. Sebastian, ridden by Lieut. Malcolm Wallace, Match Point, ridden by Susanne Lumb and Water Rights, ridden by Jane Bullen.

A number of changes have been made in this year's cross-country by the organiser, Captain Michael Naylor-Leyland. Beachy Head, one of the more formidable obstacles that presented competitors with problems last year, has been modified to give a better take-off.

New fences include the Runcible Rails — stout timbers set in a wide ditch — and a Cornish Bank that should provide an interesting test for both horses and riders.

With such a large number of competitors in both sections, Friday is being given over entirely to dressage, with the show-jumping and cross-country phases being held on Saturday

INTERIM STATEMENT

Grampian Holdings upward movement continues in 1973

Profits before tax for the half year at £1,119,100 compare with £488,500 for the corresponding half year in 1972, and the improvement is broadly based. It is expected that Construction will move into profit during the current year. The operations of the Graphics companies are being curtailed.

On current indications the second half year profit should be similar to that of the first half, and this would imply a considerable advance for the year as a whole, thus continuing the upward movement begun in 1971 and setting a new level of performance for the group.

The dividend provisions of Stage III are unknown, but your directors would expect to apply for permission to restore the total to the equivalent of the 17½% paid in earlier years under the former system of taxation. Having in mind the desirability of working towards a balance between the interim and final payments they have therefore declared an interim dividend of 2.8% (.7 pence per share) (equivalent to an old type gross dividend of 4%, which compares with 2½% gross last year). To benefit from the provisions of the Finance Act 1972 this will be paid on 4 January 1974 to members on the register on 11 December 1973.

The unaudited results of the Group for the half year to 30 June 1973 are

	Half year to 30 June 1973 £000	Half year to 30 June 1972 £000	Year to 31 December 1972 £000
Group Sales	19,324·3	15,218·4	32,674·0
Profits from Trading:			
Grampian Construction	(39·6)	(127.0)	(137·5)
Grampian Textiles	46·3	(3·5)	(29·3)
Moffat Woollens	45·3	54·4	163·0
Grampian Transport	484·1	290·0	553·4
Wallacetown Engineering	122·9	(26·2)	3·3
Grampian Sports	190·3	125·4	269·0
Revel Industrial Products	165·5	112·0	372·4
Rose-Morris	69·3	90·0	242·6
Hall Electric/Pinnacle Electronics	116·8	98·4	227·0
Grampian Graphics	(81·5)	(60·4)	(178·3)
W S Cowell	132·7	51·8	241·5
	1,252·1	614·9	1,727·1
Deduct:			
Bank and Debenture Interest, Parent Company and other expenses	133·0	126·4	268·2
	1,119·1	488·5	1,458·9
Add:			
Parent Company provision restored	—	—	183·3
	1,119·1	488·5	1,642·2
Taxation (estimated)	523·0	194·0	657·1
	596·1	294·5	985·1
Minority Interests	29·9	23·2	44·3
	566·2	271·3	940·8

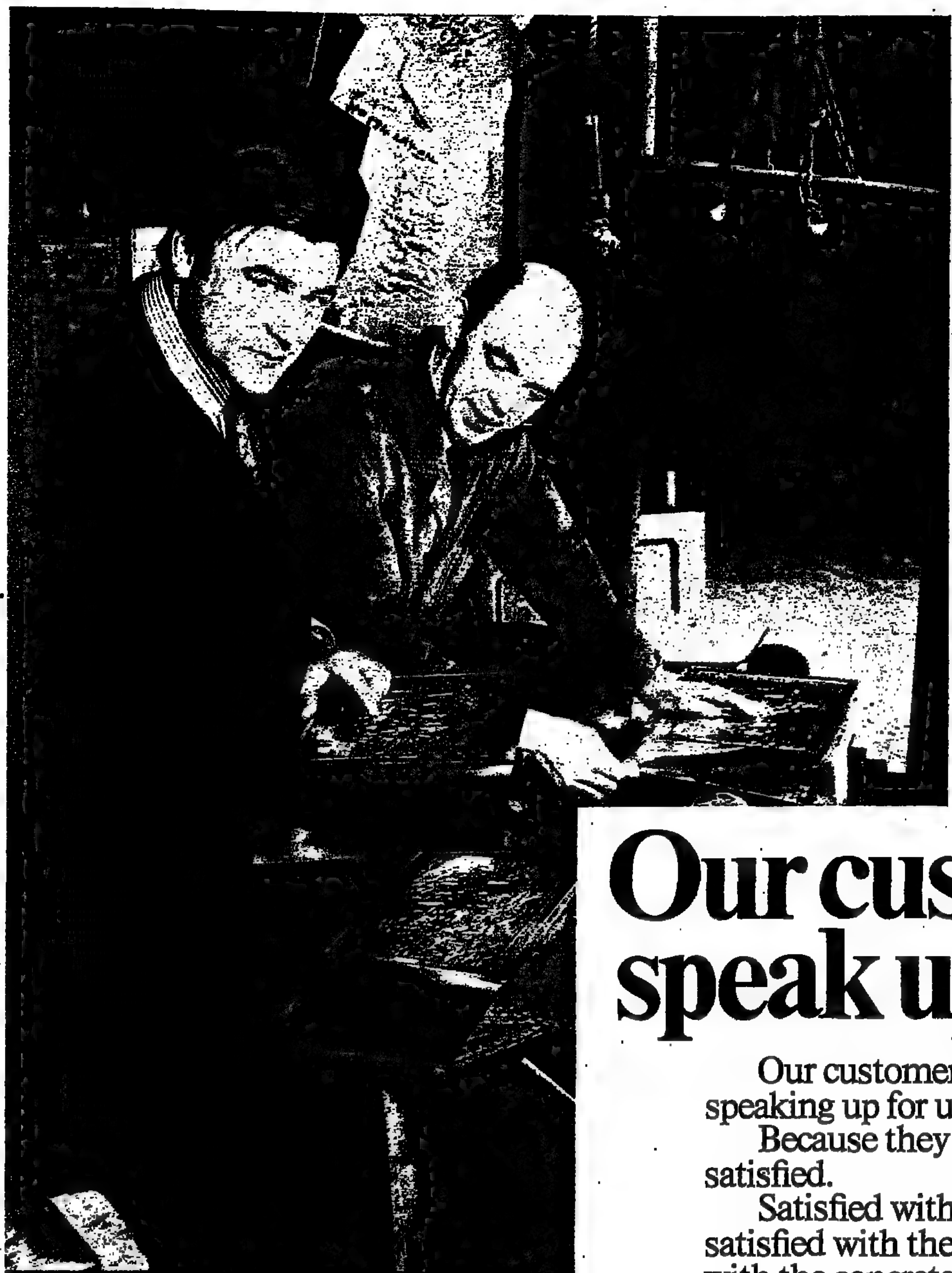
NOTES:

(a) During the half year to 30 June 1973 one small subsidiary, Exotic Metal Engineers Ltd, was sold, and a small subsidiary, James Grieve Ltd, was purchased.

(b) The interim dividend of 2.8% will absorb £71,074.

(c) The rate of U.K. Corporation Tax from 1 April 1973 has been assumed to be 50%. U.K. Tax for the first half of 1973 has been calculated at the estimated average rate for the year as a whole, compared with 40% in 1972.

GRAMPIAN HOLDINGS LIMITED 1 Newton Place Glasgow G3 7PS.



Guy Crofts. Director. Crofts & Assinder Ltd:
"Whatever the difficulties, the Midland pull out all the stops."

Ian Appleyard. Chairman The Appleyard Group of Companies Limited: "We grew up with the Midla and couldn't wish for better friends."

Our customers speak up for us.

Our customers are always speaking up for us.

Because they are very satisfied.

Satisfied with the service, satisfied with the advice, satisfied with the concrete help we give in all directions.

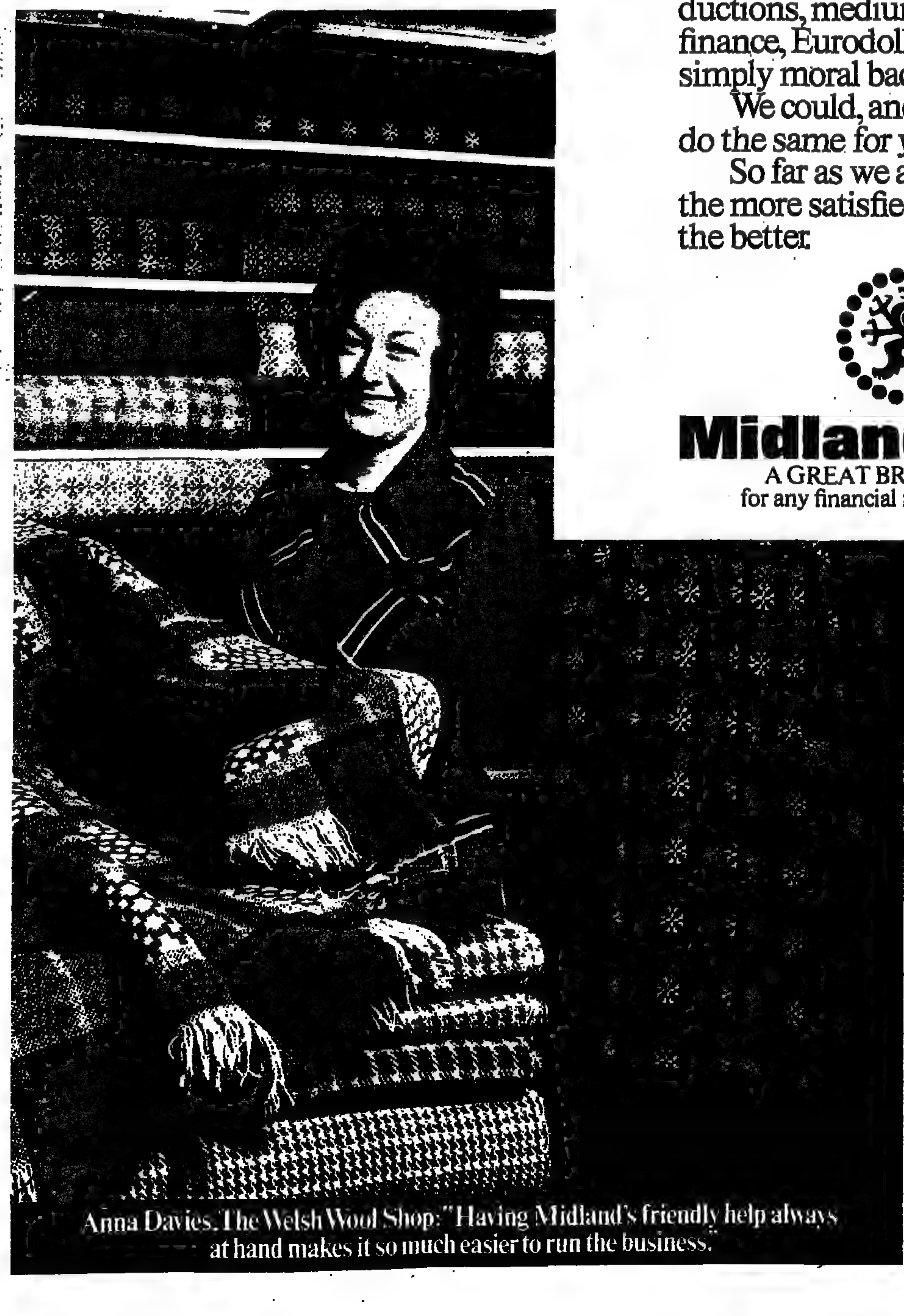
Whether it's overseas introductions, medium or long term finance, Eurodollar loans, or simply moral backing.

We could, and would like to, do the same for you.

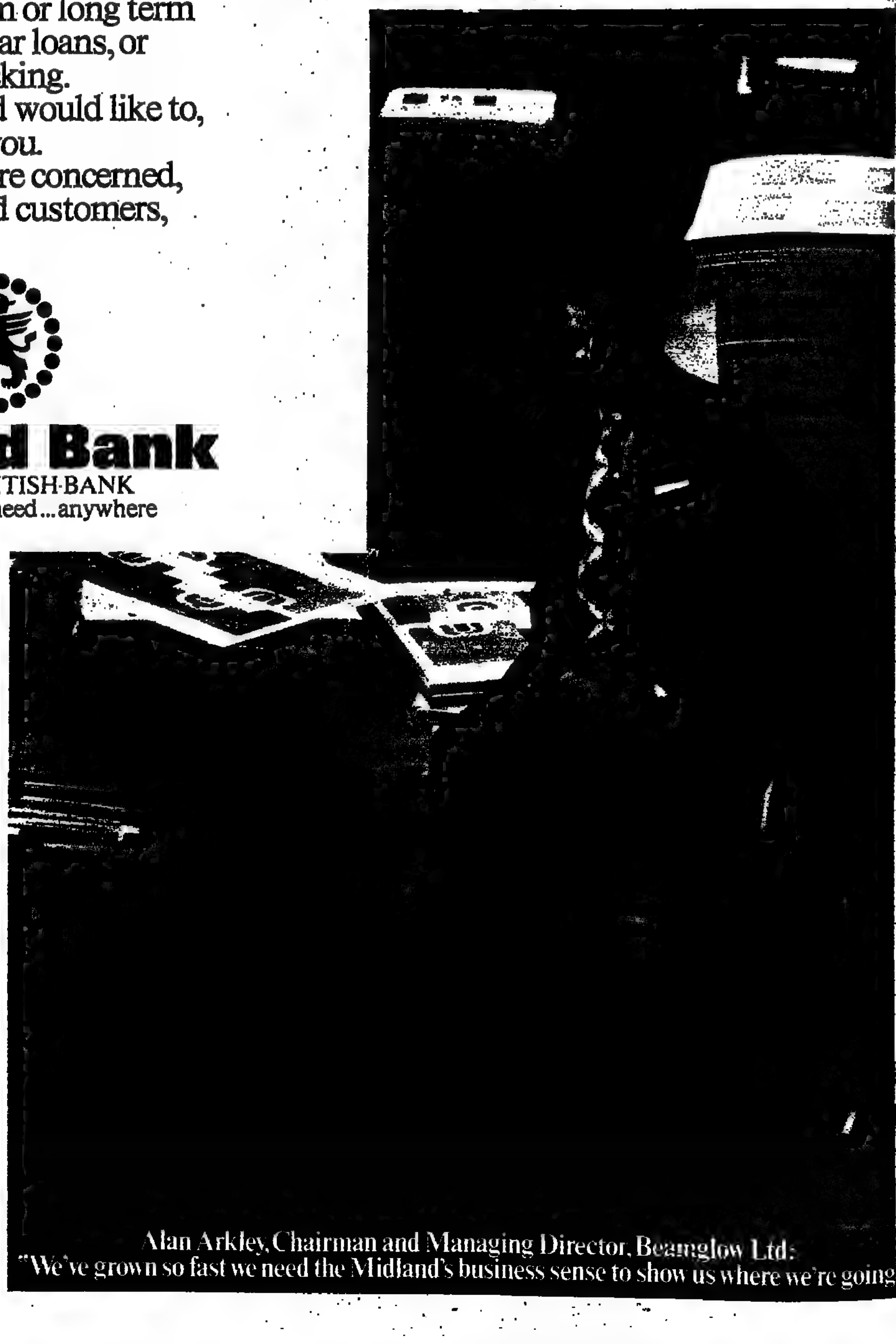
So far as we are concerned, the more satisfied customers, the better.

Midland Bank

A GREAT BRITISH BANK
for any financial need...anywhere



Anna Davies. The Welsh Wool Shop: "Having Midland's friendly help always at hand makes it so much easier to run the business."



Alan Arkley. Chairman and Managing Director. Beamglow Ltd:
"We've grown so fast we need the Midland's business sense to show us where we're going

BOOKS

Crimes of a killer

BY C. P. SNOW

The Hunting Down of Peter
Manuel, by John Bingham.
Macmillan, £2.75. 222 pages

...is is an account, factual,
...r, menacing, of a series of
...ders committed outside
...gow in the late 1950s. John
...ham has written it in asso-
...on with Detective Chief-
...rintendent Mouncie, who
...one of the detectives who
...ed Peter Manuel down. The
...e come out of the story well.
... menacing, because Peter
...el was a homicidal psycho-
...—to almost all observers, as
... as any of us.
... was found guilty of killing
... people, certainly killed
... and possibly more. The
...e believed, and rightly be-
... that, if he had been let
...e would have killed some
... In fact he was hanged in

...s he responsible? In John
...ham's view, which is my
...he was as much or as little
... any other man. Bingham is
...y unsentimental. He has no-
...he has moral and intellec-
...contempt, for some items in
...package deal of "liberal"
...ons (the inverted commas
...ft in because some of these
...ons don't deserve that
...table name). Manuel did
...ome from a bad environ-
... He had a happy, loving, and
...impoverished home. He was
... without anything that can
...lled a capacity for moral
... Many people are born with
...of that capacity. Manuel
...one at all. Bingham has no
...—about original sin. Tell
...hat men are naturally good,
...e will look at you with
...ine pity. Tell him that
...ing to D. H. Lawrence in-
...ve expression is all human
... need in order to create a
...rful world, and he will
...r what, if anything, you
... seen of life (and in a
... I shall be muttering
...hear"). The entire process
...ilisation is nothing more
...s than to put checks upon
...s kinds of instinctive ex-
...n, such as the ferocious
...siveness of our primeval
...rs, whose genes, re-
...r, are still within us
...g their messages. Bingham
...e right man to write this
...y piece of history.
...minds one of his creative
... It is well known that he
...itten some of the best
...ies and thrillers of his
...ion. Of their kind, The
... Agent (spy-story), Five
... hours to Heaven (thriller)
...good as have been done.
...y are better than that.
... they don't belong only
... kind, they are serious
...s to literature, and any
...f literature which is so
... by its categories that it
can't learn from them is itself not serious. Here public taste has often been wiser than literary taste. It was public taste which forced Simenon on to a reluctant, shrinking, virginal literary taste. Yet Simenon is far nearer to being a major novelist than nine out of ten of the academic cult-figures.

Bingham has many of Simenon's qualities. He, too, knows a great deal—*knows* about people, actions, jobs, temperaments. He hasn't Simenon's marvellous evenness of tone, which is one of the greatest of a novelist's gifts, because, more than anything, it communicates the immediate presence of living. Like other great gifts, it is often double-edged and often trembles on the threshold of being boring (compare Tolstoy, Chekhov, who possessed it to the highest degree). Bingham doesn't have it. On the other hand, he has a much more interesting mind than Simenon, whose ruminations appear to be either prosy or excessively credulous. *Bingham is very seldom either.*

Seriousness in art—perhaps it is time to repeat what used to be *generally accepted*—*is* a grace. It doesn't come by moral striving, or by moral exhortation, and it certainly doesn't come by asserting to oneself and others how serious one is. It has nothing to do with solemnity. *The Importance of Being Earnest* is a serious work of art. So is Amis's *Lucky Jim*, so is Cooper's *Scenes From Provincial Life*.

In our own time, a high proportion of serious artistic feeling, and achievement, has gone into works which are not normally, except by the public, considered in that sense at all. I mentioned Dick Francis on this page in this connection not long ago. The same is *a fortiori* true of John Bingham. We have some fine talents, young men as well as young women, working in the straightforward novel mode. Piers Paul Reid is one such, Paul Bailey another (with reservations about their last works), and the slightly older William Trevor. Other talents, and Bingham's is as good an example as any, have since the last war found different modes. We shall be peculiarly crass if we ignore them on that account. I should like to see an academic course on the moral life as presented in Bingham's stories. It would be valuable for students of literature to see it examined, as is very rare in fiction, with the insight of an author who has had to understand it in action.

His spy-master Ducane, who occurs in *The Double Agent*, *Vulture in the Sun* and elsewhere, is a beautiful creation (*Bingham has all the equipment* of a straight novelist in addition to his unusual expertness and *intuitions*). *Compare* Ducane with M, in the Bond stories, who is performing a similar official *function*. M is romantic, high-spirited tinsel. Ducane is seen with the level gaze of someone who has experienced much, has a jet-black sense of existence, and yet still thinks that people can, and sometimes do, try to be a little better than they are made. It is wonderfully effective, and moving in the harsh fashion, utterly *free* from illusion, in which the Sagas are moving.

Market moods

BY ALLAN TODD

The Stock Exchange Story by
Alan Jenkins. Heinemann,
£2.90, 212 pages

Alan Jenkins covers the history of stock market dealings starting in the 17th century City coffee houses up to the present day amalgamations of the provincial with the London Exchange and the admission of women members, and to the entry into Europe. It is the familiar English story of change combined with stability. Even the names of member firms can in several cases be traced back to the 18th century. Bulls and bears were also known from the earlier days, though stags did not put in an appearance until the railway boom in the 1840s. Channel Tunnel dealings began in 1872.

There were, of course, some shady characters whose activities brought them into close contact with the Stock Exchange and it is curious that though they were known to be shady, this did not deter large numbers of people letting them take care of their money. There were, too, the respectable speculators such as J. M. Keynes, and he, it seems, was not so uniformly successful as is sometimes supposed.

This book sets out to answer the question, what really goes on in the Stock Exchange, and does so with success. One question it does not answer is why the jobbing system if, as described by the Royal Commission of 1878, it is "of extreme value to the public," has not been imitated on any other Stock Exchange.

This bronze ritual food vessel or "ting" of the late Shang period is one of many illustrations in "The Treasures and Dynasties of China" by Bamber Gascoigne (Cape £4.95). Other books published to coincide with the Chinese exhibition that opens at the Royal Academy on September 29 are "Treasures of China" by Michael Ridley (Dolphin Press £2.50) and a paperback, "Chinese Art: Recent Discoveries" by Michael Sullivan (Thames and Hudson 75p)

Silver ring and salts

BY MICHAEL THOMPSON-NOEL

Epsom Racecourse: Its Story
and Its People. By David
Hunn. Davis Poynter, £3.00.
217 pages

A good read, this; and for once we are served up a book about Epsom and its racecourse that looks behind the Derby frills, the dramas at Tattenham Corner, the fortune-tellers in their caravans and jockeys' tedious love lives and peers, instead, into the story of the people who made Epsom racecourse the centre of the racing world. This is a tale of Boardroom villainies, avarice and overdrafts, and it is told with style and dash.

"The Downs," wrote James Toland in 1711, "are very famous for horse-matches as there is not a properer place in the world for this sport." In fact, the story of Epsom and its racecourse starts long before that.

In 1618, so it is said, Henry Wicker discovered the Epsom waters. In 1695 Dr. Nehemiah Grew published an account of the springs, their constituents and properties: "A treatise of the Nature and Use of the Bitter Purging Salt, Easily Known from all Counterfeits by its Bitter Taste." The fame of the waters spread, and by the time of the Roundheads and Royalists, visitors were arriving to take the cure. The more visitors, the more horses; the more horses, the more races.

Pepys, on May 27, 1663, had already referred to the popularity of racing at Epsom: "This day there was great thronging to Banstead Downs, upon a great horse race and foot race; I am sorry I could not go thither." But thither a great many went: royalty and fancy, concomitant tarts and touts. "I think no Sight, except that of a Victorious Army, under the Command of a Protestant King of Great Britain, could exceed it," wrote Defoe.

From there, Mr. Hunn plots the formation of the Epsom Grand Stand Association through to the present day. He delves into Boardrooms and balance sheets, vendetta and crisis. He writes spicily well.

Malcolm's way

BY GEORGE MALCOLM THOMSON

Chronicles of Wasted Time, Vol.
2. The Infernal Grove by
Malcolm Muggeridge. Collins,
£3.00. 272 pages

Volume Two of Malcolm Muggeridge's autobiography has all the energy, humour and oddity of the first. Muggeridge is thought by some people to be a novelist manqué. There could hardly be a greater mistake. Manqué Malcolm is not.

On the contrary, he has invented a remarkable comic character, a creature of infinite artifice and complexity and, having lived him with relish, he now writes about him with exuberance in this autobiography which, whatever else it may be, is a work of conscious art.

The personage he presents is, appropriate to this divided age, half Savonarola and half clown. Happily for us, it is the clown who writes — with occasional interjections from Savonarola expressing disgust, horror or repentance as the situation may demand.

He conducts us through those tedious pre-war years to the gleefully anticipated moment when the wisdom of the Guardian, the New Statesman, nay the very Left Book Club itself, was confounded by the signing of the Nazi-Soviet Pact. For a little, then, Malcolm had the kind of war he liked, that is against the forces of evil. As we know, it did not last long.

A day came when one of the forces of evil confused all the issues by invading the other. But, by that time, Malcolm was busily and—one guesses—most usefully employed on waging his corner of the war in Africa.

Up till then his had been the London of the Blitz. It included visits to the Windmill Theatre with Graham Greene, pleasures that were slightly marred for him because his companion had taken the spiritual precaution of special acts of penitence lest death came on him unawares.

Of this piece of one-upmanship Malcolm writes resentfully, "I imagined Greene being carried away to paradise and I left in purgatory or worse." Need it be said that when he heard of Malcolm's complaints, Greene was irritated, not by the superior degree of prudence attached to himself, but by Malcolm's pretensions to be a sinner?

They are, let it be admitted, pretensions which have not diminished with the years. They break out quite often in the pages of his autobiography, coupled with a kind of tenderness towards the former deliquent, himself. Malcolm looks back on his debauches "with distaste rather than remorse," seeming to seek the best of both moral worlds, beating his breast over his strayings from the path of righteousness, yet at the same time assuring us that they were not so very serious after all.

During the Blitz, Malcolm had the opportunity of meeting sinners worse than himself, for example Guy Burgess, "malodorous and sinister, sick toast of a sick society" moving easily and creepily from the company of hennae-ed boys at street corners to future Cabinet Ministers.

Less obvious as a fallen angel was Kim Philby, one of Malcolm's colleague in MI6 and whom he seems to have liked, admired and never suspected. What on earth was the arch-defector up to? Tentatively, Malcolm suggests that Philby chose his sordid role of treason because he was denied, through his speech impediment, a part in the violent side of the war.

But the day came when the Secret Service opened a new station in Africa and Malcolm, hastily trained, became our man in Laurenco Marques. (Greene was, by this time, our man in Freetown; the two friends corresponded in cypher across

Coronet McCarthy
Malcolm Muggeridge

Africa). After learning in a house in Hans Crescent how to make invisible ink from milk, headache tablets and, at a pinch, BS as his instructor primly called it, Malcolm set off on his mission.

It is apparent that Muggeridge made a good spy. He had talents fitting him for the task and his equivocal attitude to the war probably helped. Anyhow, there he was out in Mozambique, gallantly holding the fort for the Empire against Campini, the cloaked Italian and Wertz, the Fuhrer's agent, learning how to bribe the local police (a delicate but not insuperable task), and kidnapping into Swaziland a local resident who was collecting shipping intelligence for Campini. This exploit Malcolm was able to combine neatly with obtaining a visa for a South African tart who wanted to go back to Johannesburg.

Of his sub-agents—Camille, Inspector Y, and Serge, an East European Jew ("Any hat he wore a shade too large, clothes with some remote stylishness of their own, shoes pointed and perforated. It was his face I loved: so full of knowingness and woe and wistfulness") — brilliant little portraits are drawn. Malcolm the novelist is at his best.

Through Serge Malcolm brought off his biggest coup—the hi-jacking of a Greek ship supplying German U-boats. Everything in this little drama was to Malcolm's taste—dockside brothel, *Monique* the patriotic French tart, a Greek seaman as beautiful as a god.

There was, too, a perfect part for Malcolm himself not only did he set up the operation but he prevented the crew from feeding their villainous captain to the sharks! "It was rather absurd, I admit, to feel like this about the fate of a Greek captain. Yet I did fret. I was a fraudulent belligerent."

But, if Malcolm's sense of irony was touched by the job, his heart was not really in it, which may account for his attempt at suicide. To drown oneself is, notoriously, a difficult and unpleasant way of dying. Malcolm, who had chosen one of the shallowest stretches of the African coast to do it, could not go through with it.

When the African episode is over, some of the vivacity leaves the story. There is a tendency for comedy to peter out in reminiscence. But a superb, unexpected and fitting climax is in wait for the reader: the re-interment in Westminster Abbey of Mrs. Muggeridge's aunt and uncle, Lord and Lady Passfield.

The ashes of these formidable Fabians were sleeping peacefully where they had wanted to be but Bernard Shaw, with an encyclical to the Times, changed all that. They were laid—re-laid—"where the Abbey makes us We." Inspecting the two urns, Mrs. Dobbs, Malcolm's mother-in-law, had the final word: "Which is Sydney and which is Beatrice?" she asked. "They should have left them where they were."

For Malcolm, the Socialist story was now, once and for all, over. "Another Way had to be found and explored."

Volume Three?

...operty owners to see ...hannon on rents policy

...ETER RIDDELL, PROPERTY CORRESPONDENT

...TING has been arranged
...Monday between the
...l Association of Property
... and Mr. Paul Channon,
... for Housing and Con-
...n, to discuss the Govern-
...policy for business rents
... Three.
...sociation, which includes
... the major quoted pro-
...oups, asked for the meet-
...xpress its concern at the
...ent's "complete
... over its long-term
reorganisation of the association earlier this summer." Together with earlier memoranda, it reflects the association's increasing activity on the more politically sensitive aspects of property.

...eputation, which will be
...y Mr. Victor Lucas, the
...on's chairman, will
...e that the current stand-
... uncertainty are having
...ing effect on plans by
...llords and tenants.
...eeting will be the first
...Minister since a major

Mr. Lucas on Tuesday criticised the new Greater London Council document on the future of London. He argued that the proposals for tighter controls on office development would increase the pressure on office space and lead to a sharp rise in office rents in central areas.

He claimed that the proposals might mean that London would be in danger of losing its position as a world and European financial centre.

Mr. Lucas said: "The document declares war on office developers. Instead, there should be closer co-operation between planners and developers."

...y office development ...y be worth over £20m.

...R new office develop-
...ich could be worth well
...m. on completion, has
...posed for a site in King
... Street and Monument
... the City of London.
...ning application for an
...uilding with ancillary
...roviding a total gross
...ea of 141,500 square
... been submitted to the
...oration by the City of
...Real Property company,
... Lord Samuel's Land
... Investment Trust.
...st of City planning
...ns, published on Tues-
... reveals that MEPC has
...d an application to
... a new building with
...four shops, and offices
...first to sixth floors, at
...iverpool Street and
...'s House, Alderman's
...r major item on the list
... the application by the
...Court Estate for listed
...consent for demolition
on a site in Watling Street, Watling Court, Cannon Street, Salters' Court and Bow Lane, on the north side of Mansion House tube station.

ILFORD TESTING FLEXIBLE HOURS

Ilford (CIBA-Geigy Group) is running a pilot flexible hours scheme at its Selo production plant, Brentwood.

The arrangement allows employees to decide for themselves (within limits) what time they start an dfinish each day provided they are present six hours during the midle of the day and provided they complete their prescribed number of hours over a given calendar period.

The scheme, being run for a trial period, covers about 10 per cent of employees in the Ilford plant, including clerical and management staff as well as operatives.

...st German to be ...t LSE director

...XT director of London
... Economics has been
... Professor Ralf Dahren-
...ed 44, he has served for
...three years as a member
...ommission of European
...ties in Brussels, with
...ity for research, science
...tion.
...r Dahrendorf, who has
...ational reputation in
...of sociology, will take
... the present director,
...ter Adams, in the
...f next year.
...irector-designate was
... spent his boyhood in
Germany, and was for a time imprisoned by the Nazis. He was awarded a doctorate degree at Hamburg University in 1952 after studying philosophy and classical philology.

He studied sociology at the LSE between 1952 and 1954, and was given a PhD two years later for a thesis on unskilled labour in British industry.

Since then he has been a Professor of Sociology at the Universities of Konstanz, Tübingen, and Hamburg, as well as Parliamentary Secretary at the West German Foreign Office.

Fiction

Roth's return

BY ISOBEL MURRAY

The Great American Novel by
Philip Roth. Jonathan Cape,
£2.95. 382 pages

The Tugen and the Toot by John
Moat. Barrie and Jenkins,
£2.95. 204 pages

A Temporary Life by David
Storey. Allen Lane. £2.25. 248
pages

Flashman at the Charge by
George MacDonald Fraser.
Barrie and Jenkins, £2.25. 288
pages

Magnus by George Mackay
Brown. The Hogarth Press,
£2.00. 206 pages

So the author of *Portnoy's Complaint* presents his version of *The Great American Novel*. The above alliteration is a mild case contracted from Roth's narrator, an American journalist, sports columnist and Presidential speech writer, "fella name a Smith, Word Smith"—"Call me Smitty." An old, old man in love with language, a linguistic acrobat, he presents a prologue which openly challenges Melville, Hawthorne, Twain and Fitzgerald (and features Hemingway) and gives reasons why he has to write this book. His subject is as American as apple crumble, it is baseball, and while the extravagance and comedy and grotesquerie of the treatment keep the reader's head delightedly spinning, it has deliberately serious implications for the American way of life. Smitty challenges a continental conspiracy of silence about the Patriot League, suppressed in 1944 on wild charges of Communism. The bulk of the book—and it is splendidly bulky—is concerned with the fortunes of a once-great team, the Ruppert Mundys, forced into peripeteia by war-time annexation of their ground and depleted until it includes older men going deaf or blind, limbless men, and a dwarf. It is full of gigantic characters: Roth gets better and better: here's to the Roth to come.

John Moat's *The Tugen and the Toot* is another huge book which is funny. But it is as English as *The Great American Novel* is not. It is consciously and intriguingly anachronistic, dealing with the trivial intercourse of one old layabout and two young drop-outs, if you look at it like that. But John Moat is concerned that we look at his young heroes Peter Button and Michael Rustass as *friends*, and rivals for the crown of poetry, rival successors to the outrageous, inspired drunken old man Penjohn, who wears the mantle of chief poet.

What most strikes me about this book is Moat's uncanny command of English prose. He uses it for every possible effect, from tears to laughter, and from riotous parody and mock solemn pomposity to tragic statement and lyrical interlude. Moat's account of his three poets celebrates individual humanity and human life, and opposes the greatest threats to man and his language.

David Storey's new novel, *A Temporary Life*, is inevitably interesting, but I found it disappointing. It is the story of an ex-boxer who works in an art school while his wife is at least temporarily mad. The hero describes his encounters with Wilcox, the appalling and very funny Principal of the college, and with the Newman family, with the daughter as his pupil, the wife as his mistress and the husband as the entrepreneur at the head of a band of anarchic exploiters with whom the hero has an obscure and protracted war.

My dissatisfaction with the novel, despite many locally splendid scenes, is because I'm not sure what happens, nor why. Our hero, who is also our narrator, is as tightlipped a fellow as the series of Hemingway narrators who stretch out behind him. We only know of his artistic bent because he describes the school and its staff: we only know he was a boxer because he keeps punching noses for reasons that seem less than satisfactory. But who can judge? I neither know what he feels, nor whether. The words are there, the account of what happens—supply your own tone of voice.

Flashman rides again: *Flashman at the Charge* recounts the adventures of the popular coward and bully at the battle of Balaclava, and predictably actually in the Charge of the Light Brigade, though predictably not willingly. His account is exciting as well as comic, and proceeds to adventures in Russia as a prisoner of war, and How Flashman Saved India. He is nastier than we've seen him, when he throws his lady naked from a sled to lighten it and evade his pursuers, and braver than ever, as he fights for once with enthusiasm (we learn later that he was drugged). Vintage Flashman, highly recommended.

Orcadian poet George Mackay Brown publishes his second novel this week. *Magnus* is a 12th-century tale of an earl treacherously murdered and later seen as a saint, with a background of the ongoing life of the islands, familiar to readers of his poems, plays and *Greenvoe*, his previous novel. The quality of writing is generally as high as expected: the devices employed to indicate the timelessness and topicality of the situation are not so successful.

In short

Balzac by V. S. Pritchett. Chatto
and Windus, £5. 272 pages

The author of *La Comédie Humaine* presents Mr. Pritchett with a great subject. He tells the story of Balzac's life and loves with racy immediacy pausing awhile to quote from the letters and the works. The Rainbird illustrations to the text are a constant delight.

Growing up poor in London by
Louis Heren. Hamish Hamilton,
£2.50, 208 pages

Mr. Heren was born just after the first war in Shadwell, a slum parish in the East End. He gives a vivid account of Cockney life in the Depression-haunted years, and, too, of life on The Times newspaper on which he began as a messenger-boy, and subsequently rose to his present eminence as deputy editor.

The Jewish Immigrant in
England, 1870-1914 by Lloyd P.
Gartner. Simon, £3. 320 pages

First published in 1960, and now reissued, Mr. Gartner's study has become a standard work, describing how over 100,000 Russian and Polish Jews settled in England around the turn of the century. He shows how the immigrants organised themselves and formed a self-sufficient community, and treats of their expression in work, politics and religion.

Anna Pavlova by Oleg Kerensky.
Hamish Hamilton, £2.75. 160
pages

"Pavlova," says Sir Frederick Ashton in his introduction, "was the first dancer to become world famous." Mr. Kerensky traces the course of that fame and the idolatry she inspired in a wide range of people. He also speculates about her origins and suggests that her real father was Lazar Poliakoff, a Jewish banker.

The Best Circles: Society,
Etiquette and The Season by
Leonore Davidoff. Croom
Helm, £3.50. 128 pages

A sociologist from the University of Essex takes a look at middle-class Victorian women or more precisely "the system of organising social and domestic life which began to be codified in the 1820s under the rubric Society and its accompanying calendar of events, the Season." The material assembled is fascinating; the author's style portentous, for example, "Society can be seen as a system of quasi-kinship relationships which was used to 'place' mobile individuals during the period of structural differentiation fostered by industrialisation and urbanisation."

The Search for the Etruscans by
James Wellard. Nelson, £4.50.
223 pages

Etruria, Mr. Wellard reminds us, "disappeared as an empire around 200BC and had to wait until the sensational archaeological discoveries of the 18th and 19th centuries to be rediscovered. With the aid of a great many splendid illustrations he charts the history of Etruscan exploration from the great George Dennis onwards, discusses aspects of the civilisation and offers an Etruscan itinerary to the modern traveller when he goes to such places as Cortona and Perugia.

A.C.

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Attractive salaries will be offered commensurate with the responsibility of the appointment. A *company car will be provided. Benefits include a* non-contributory life assurance and pension scheme.

Write giving brief details, quoting area preferred to:
D. B. Atkins, Personnel Manager,
Old Broad Street Securities Ltd.,
30 King St., London, EC2V 8DT.

A Member of the United Dominions Trust Group of Companies

Old Broad Street Securities Limited

Executive Selection

Gestetner

Financial Controller c.£5750

Gestetner Duplicators Limited, a member of the worldwide Gestetner Organisation, is the marketing and distribution company in the UK for their duplicating and copying machines, accessories, and supplies. It operates through 45 sales branches and four distribution depots. The basic accounting functions are already computerised, based on an IBM 370/145.

A Financial Controller is now needed, based in London, whose primary responsibilities will be to develop existing management information systems and credit and budgetary control procedures. With a total staff of about 100, he will manage the payroll and book-keeping functions, preparation of statutory accounts, internal audits, receivables, budgets and computer services. As a senior member of the management team he will be expected to make a contribution to the general development of the company. With the development and expansion of sales and the introduction of new products a very stimulating and challenging environment has been created.

The man we are seeking will be aged 30–47, and professionally qualified. He must have had at least 5 years in a UK marketing oriented company. In particular we shall be looking for evidence of success in developing existing methods and implementing change. First-hand practical experience of computer based systems is essential.

Starting salary will be around £5750, depending upon past experience, and is accompanied by a company car and pension scheme. There are prospects for further career development within the Gestetner Organisation as a whole.

Please write or telephone John Aylett at the address below, for an application form quoting reference 3GD23

Marketing Improvements Limited
7 Kendall Place, London W1H 3AS 01-487 5155
Consultants in Marketing

REUTERS

Financial Management

£5.000 + (including allowances) Buenos Aires

Reuters, the international news agency [illegible] information services to the media and the business community throughout the world, require a Chief Accountant for its Latin America operations based in Buenos Aires. This is a new position arising from the continuing development of the financial function within the company.

The man appointed will be a qualified accountant with at least three years broadly based commercial experience, including the control of staff. As a senior member of the local management team he will be required to make a [illegible] contribution to the profitability of our operations in Latin America. He will conceive and implement operating systems. He will have a sound business judgement coupled with strong personal qualities of initiative in [illegible] order to achieve practical results. Applicants should possess the ability to rapidly [illegible] Spanish.

The appointment will be for an initial period of three years in Latin America. Thereafter he will be posted to London or elsewhere overseas.

Salary and living allowances [illegible] £5,000 per annum will be payable in addition to which accommodation will be provided by the company.

Buenos Aires is a bright, cosmopolitan city offering a wide range of social and outside activities and the man appointed could expect to enjoy a high standard of living.

Applications should be accompanied by a complete curriculum vitae and addressed to: **The Recruitment Executive, Reuters Limited, 85 Fleet Street, London, E.C.4.**

Internal Auditor

International Distillers & Vintners Ltd. require a qualified accountant for their Group Finance Department. In addition to normal internal auditing the duties will include special investigations and examination of new systems prior to their being put into operation. The appointment is based in Harlow, Essex, but there will be a requirement to travel to other areas on occasion.

Candidates should have a broad accounting background and, preferably, some experience of systems analysis/development.

The Company's Conditions of Service are good; there is a contributory Pension Scheme and where applicable, assistance can be given with relocation expenses.

Please send relevant details to:
Personnel Manager,
International Distillers & Vintners Ltd.,
Gilbey House, Fourth Avenue,
Harlow, Essex CM20 1DX.

Tax Adviser

–up to £9,200 p.a.

An immediate vacancy exists in Johannesburg with the Anglo American Corporation for a Tax Adviser. The Corporation, together with De Beers and Charter Consolidated, forms the largest mining finance group in the world.

*Applicants should be professionally quali*fied with some experience in South African revenue law and practice, and also of international taxation. The person appointed will be required to advise a number of diverse South African companies both from a domestic and international viewpoint. He will be responsible for a small, qualified department and will be required to build up the necessary relationships both with Government and individual companies

The appointment will carry with it an annual salary of up to R15456, made up of a monthly salary and guaranteed 10% bonus. Additional benefits will include membership of an attractive pension fund, housing loan and other normal fringe benefits.

Applicants are asked to write, in confidence, giving full details of experience, qualifications, etc., to:

Anglo Charter International Services Limited,
(Appointments Division),
Dept. SA382,
7 Rolls Buildings,
London, EC4A 1HX

ANGLO CHARTER INTERNATIONAL SERVICES APPOINTMENTS DIVISION

INVESTMENT ANALYSTS

A progressive, medium-sized, London Stockbroker wishes to expand its present research team by recruiting two additional analysts to fill the following positions—

ELECTRICALS ANALYST—Graduate, with at least three years' experience of investment analysis, to cover leading electrical/electronics stocks. Analyst will be required to visit companies and to present his investment advice to institutional clients in concise written reports and discussion. Previous analytical experience in this sector or industrial experience would be an advantage.

ASSISTANT FINANCIALS ANALYST — Graduate, with at least one year's experience of investment analysis, to assist senior analyst in covering Insurance, Banks and Finance House sectors of the market. Previous experience in these sectors or an actuarial qualification would be an advantage.

Both analysts will work closely with institutional marketing teams. Remuneration will be competitive and there are good career prospects for analysts able to contribute to the firm's business. Applications in confidence to Box T.2540. Financial Times, 10, Cannon Street. EC4P 4BY.

PERSONAL ASSISTANT

TO CHAIRMAN OF INTERNATIONAL GROUP OF INVESTMENT AND PROPERTY COMPANIES

A growing investment and property company with world wide interests seeks as personal secretary and assistant to their chairman a man of broad experience in all or some of the following fields: public relations, finance, administration and tax.

Candidates up to 40 years should be [illegible] to travel extensively and possibly relocate permanently. This position will attract a steady young man of proven ability. Write giving details and salary expectation to Box T.2541, Financial Times, 10 Cannon Street, EC4P 4BY.

FINANCIAL EXECUTIVES

currently earning between £4,000 & £12,000

If you are doing well in your present job, but feel that a move in the next year or two would be an important step in your career development, we would like to hear from you.

In return for submitting a summary of your past career to the Centre, we will inform you of any outstanding opportunity which may suit your particular skills and qualifications. We invite you to contact the Registrar.

The Executive Placement Centre, Nether Hall, Roydon, Essex, CM19 5JP. Tel. Roydon (STD 027 979) 2323.

Any approach will be treated in the strictest confidence

FINANCIAL DIRECTOR

Scotland c.£8000

[illegible]

[illegible] contact A. W. B. Thomson, [illegible] at 12 Lynedoch Crescent, Glasgow, G3 6EQ. (041-332 9595)

SELECTION ● THOMSON

MSMS

Textiles Zambia

Chief Accountant

FIVE FIGURE COMPENSATION PACKAGE

An established group of companies operating in the United Kingdom and Central Africa requires a Chief Accountant for its textile company in Zambia. His responsibilities cover the full range of Management and Financial accounting systems. He will be a qualified accountant with at least 10 years' experience in a commercial or industrial environment.
Telephone 01-629 2329 for a preliminary confidential discussion with Myles Walker the MSMS Director responsible.

Michael Saunders Management Services Ltd.,
115 Mount Street, Mayfair, London W1Y 5HD. Tel. 01-493 6807

Career Opportunities in Canadian Banking

Opportunities

The Bank of Nova Scotia is looking for a select group of young people who are seeking a rewarding and challenging career in a new and dynamic environment.

Our rapid and continual growth—we now have over 870 branches and sub-branches coast-to-coast in Canada and 138 international offices in 34 countries—offers unlimited opportunities to the ambitious young employee.

Following orientation in Canada or the U.K., successful candidates will fill responsible vacancies in Canada, either in our branch network or in the specialized areas of our General Office.

Rewards

A promising career with excellent starting salary, based on experience and ability, plus generous fringe benefits and relocating expenses for you and your family.

Requirements

A minimum of three years' experience in general, merchant or international banking, or related experience with other financial institutions. Preferably in the 22 to 30 age group.

Enthusiasm and ability to enable you to move quickly into an appointment in a Branch or General Office operation.

Interviews

Interviews will be arranged in London and the provinces during the months of October and November.

Apply in writing beforehand giving full particulars including your telephone number to: Assistant Supervisor, Personnel, The Bank of Nova Scotia, 19/23 Knightsbridge, London, S.W.1 1X 7LY.

The Bank of Nova Scotia
INCORPORATED IN CANADA WITH LIMITED LIABILITY

CANADA

International Settlements
c. £3000

Our client is seeking to appoint an experienced and knowledgeable man to the International department. Age is not importat, the main criteria being a thorough understanding of the following overseas sectors:

Ledger — Contracts
Deliveries — Settlements

This is a responsible and rewarding position which will allow the selected candidate to formulate a progressive career. For an immediate appointment telephone Graham Coulson on 01-405 3409.

"We know the profession from within"
Stockbroking Division
Lloyd Executive
29/30 High Holborn, London WC1V 6AZ

General Office
c. £2500

We are retained by our clients to select qualified personnel at all levels. Currently we require experienced staff capable of accepting responsibility in the following departments:

Dividends — Tickets
Transfers — O'seas deliveries

A progressive and interesting career will be afforded within challenging yet friendly environments.

For an immediate appointment telephone Anthony Innes on 01-405 3400.

"We know the profession from within"
Stockbroking Division
Lloyd Executive
29/30 High Holborn, London WC1V 6AZ

Private Clients
c. £3000

Our Client, a leading City broker requires a fully experienced Private Client Investment Advisor. Aged 24+, the ideal candidate will have had at least 3 years experience Private Client portfolio management.

This is a career opportunity to assume considerable responsibility providing a secure future and real prospects.

To discuss this position in strict confidence please telephone Graham Coulson on 01-405 3499.

"We know the profession from within"
Stockbroking Division
Lloyd Executive
29/30 High Holborn, London WC1V 6AZ

Research Department
c. £5000

Leading firm requires two fully experienced analysts with comprehensive knowledge of equity markets.

This is a superb opportunity to join a highly efficient and closely-knit team. A high degree of flexibility and self motivation is essential. For further details in the strictest confidence please telephone Anthony Innes on 01-405 3499.

"We know the profession from within"
Stockbroking Division
Lloyd Executive
29/30 High Holborn, London WC1V 6AZ

European Institutional Salesmen
c £10,000

Frankfurt — London — Paris

Our client, a prominent and highly respected member firm, seeks to appoint dynamic and ambitious executives to assist with the development of its business and to market U.K. equities and researched continental stocks to European institutions.

Ideal candidates will be in their late twenties or early thirties and will combine maturity with practical experience.

Sound training in investment procedures is a pre-requisite preferably from either institutional portfolio/fund management or the servicing department of a broker.

It is essential that the appointed executives have established European institutional connections and must display the ability to discuss financial and investment topics with fund managers at senior level.

Nationality is immaterial but linguistic ability is essential as is the desire to live within one of the above financial centres.

Preference will be given to an executive already based in Frankfurt, London or Paris but re-location assistance will be provided should this be necessary.

Excellent prospects exist for personal development and increased responsibility.

To discuss these opportunities in the strictest confidence, please telephone G. R. Mountford on 01-405-3499

"We know the profession from within"
Stockbroking Division
Lloyd Executive Selection Ltd
Alliance House, 29/30 High Holborn, London WC1V 6AZ

A MAJOR OPPORTUNITY IN BANKING
City

Our clients are a rapidly expanding bank and they have decided to appoint a young man of the highest calibre.

He will be responsible for the further development of the bank's loan portfolio.

He should have a degree or professional qualification and have a record of outstanding attainment in the financial sector.

Base salary is unlikely to be less than £7,000 and could be substantially more. The preferred age range is late 20's or early 30's. Prospects in the short term are excellent.

Please write, in confidence, quoting ref. 638/FT to:
W. L. Tait,
Touche Ross & Co.,
Management Consultants,
27 Chancery Lane,
London, WC1A 2NF.
Tel: 01-242 9451

International Cash Planning & Management

This is a senior appointment in the Finance Department of a London-based industrial group whose marketing effort generates outstanding profits and also heavy cash surpluses both home and overseas. The central responsibility is for international deployment, short and medium term, of these surpluses for maximum earning with minimum exposure of group assets. The total available is well up in the 8 figures. The position entails up-to-the-minute awareness of group and divisional commitments and needs and their economic background, and closest liaison with the financial institutions and money market. Specific expertise in the field—whether gained with a City finance or banking house or a multinational company—is essential. Age from the early 30's. All normal benefits are provided. Please write—in confidence—to Wallace Macmillan reference B.31095.

£7000 plus car

MSL Management Consultants in Human Resources — 17 Stratton Street, London, W1X 6DB. BIRMINGHAM GLASGOW MANCHESTER

JLB
Josolyne Layton-Bennett

We're having a taxing time

. . . at JLB we work hard to satisfy the many and varied demands that our clients make upon our expertise. Part of the expertise is contained in our taxation department, where we have developed skills that run alongside the general accountancy work that we do. We want an A.C.A. who will have had at least two years of company-tax experience; who will have, for preference, an Institute of Taxation qualification.

Nearly four hundred people work for Josolyne Layton-Bennett in their modern offices in Tottenham Court Road. Worldwide, a JLB man could find himself figuring out anything from copra to cast iron.

There are genuine prospects of managership in an expanding department and all the career benefits of working for an internationally known and progressive firm of accountants.

We think we're offering a taxing—but rewarding job. Come and try us.

Applications to:
Mr. A. V. Broke,
Taxation Partner,
Josolyne Layton-Bennett & Co.,
Metropolis House,
39/45 Tottenham Court Road,
London, W1P 0JL.

Finance Director

Our client is a recently established independent Public Company in the Textile Industry.

A considerable degree of success has been achieved within a short space of time. Both financial resources and market potential are available to match the high growth rate now planned.

The present management team will be completed by the appointment of a man to head the finance function as Finance Director responsible to the Managing Director.

Candidates should be qualified and close to an age range of 35-45. A high level of ability is required, which should be demonstrated by an impressive career to date, part of which should have been spent in a manufacturing environment.

The successful candidate will receive an immediate Board appointment with commensurate remuneration and company car. Potential remuneration may be very high indeed.

Please write stating age, current salary and how you meet our Client's requirements, quoting reference FD/3402/FT on both envelope and letter. No information will be disclosed to our Client without your permission.

Urwick, Orr & Partners Limited *Executive Selection 2 The Grove, Slough SL1 1QP*

YOUNG BANKERS

—If you are thinking of making a change, why not discuss your future with a professional specialist in the field of banking careers.

Because our directors and consultants deal exclusively with the banking profession (we do not have a "banking division" as have most other consultants — we deal only with banks) we are well placed to talk to you about the salary, conditions and prospects you can expect to receive if you decide to make a change.

Call in and see us (5 doors from Monument tube station): please ring John Byrne or Peter Taylor, on 01-623 5051, for an early appointment.

JONATHAN WREN & CO LTD., BANKING APPOINTMENTS
THE WHITE HOUSE, 15 FISH STREET HILL, LONDON EC3R 6BP

Antony Gibbs & Sons, Ltd.

Commercial Banking Manager

Antony Gibbs & Sons, Ltd. require a manager to assume control of the administration of their expanding commercial banking department.

The successful applicant will have had several years' experience at a senior level in a City banking institution.

He must demonstrate a detailed knowledge of the administration of commercial lending and acceptance credit business, and ability to manage.

Terms and conditions of employment are attractive.

Please write in confidence with full details of career to date including salary progression, to The Secretary, Antony Gibbs & Sons Ltd., 23 Blomfield Street, London EC2M 7NL.

Industrial Management
c £5000 + car

Charterhouse Industries Limited represents the wholly owned industrial interests of the Charterhouse Group and comprises six divisions in diverse industries, most of which operate internationally. Turnover exceeds £75 millions.

A mature experienced accountant is required to work at the City headquarters as a member of the small central management team. Reporting to the Financial Controller he will be concerned with identifying and reporting on a wide range of problems such as review and appraisal of subsidiaries financial plans, capital expenditure budgets, acquisition proposals, relocation of plants and any management problem having financial implications.

Suitable candidates will have a thorough grounding in accountancy with relevant experience derived from working in a progressive industrial environment or in consultancy. Success in this job could lead to a line appointment.

Salary about £5,000 with exceptionally good fringe benefits, including a car.

For more information and an application form please write in confidence to Price Waterhouse Associates, 31/41 Worship Street, London EC2A 2HD quoting MCS/3358.

CREDIT ANALYSIS

d Dominions Trust Limited, Britain's largest Finance House, vacancy at its Head Office for a Credit Analyst.

include analysing and interpreting balance sheets and accounts, ng out financial reviews and investigations and preparing al statistics and reports.

dates should have completed, or be pursuing an appropriate sional qualification or degree e.g. A.I.B., A.C.I.S., A.C.A., .A., and have some relevant experience.

g salary will be based on qualifications and experience; other ts include free pension and life assurance, luncheon vouchers, terest staff loans and 4 weeks' holiday.

ent opportunities exist within the UDT Group for further development.

in confidence, or phone for application form, to:—

R. T. Charleston Esq.,
Group Personnel Services,
United Dominions Trust Limited,
51, Eastcheap,
London, EC3P 3BU.
Tel: (01) 623-3020.

THE PAINLESS WAY TO FIND A SENIOR SECRETARY

If you need a PA Secretary, a girl with the RIGHT background and qualifications to assist you in your work with smooth efficiency, then you also need a high calibre service to interview and short-list applicants for you.

Please ring Nicola Mackenzie on 629 5747, the SPECIAL APPOINTMENTS DIVISION of ADventure.

APPOINTMENTS WANTED

ANGLO-JAPANESE BUSINESS?

Business/Systems Analyst, Japanese 30 years of age, M.B.A. (Lancasters), B.Sc. Computer Science (Tokyo) seeks employment, P.A. in Industrial Trading or Project Planning. Write Box T.2598, Financial Times, 10, Cannon Street, EC4 P4BY.

FINANCIAL DIRECTOR (F.C.A.) aged 34, dissatisfied with providing management services to support entrepreneurs, seeks job satisfaction from the responsibility for a profit centre.—Write Box T 2642, Financial Times, 10, Cannon Street, EC4P 4BY.

Company Accountant

London — £5,500

Our client is the largest importer/retailer of Scandinavian furniture in the U.K. To meet the planned expansion, following an outstanding period of growth, they need now a qualified accountant, 30-40, to complete the top management team. He reports to the M.D., and will accept total responsibility for the company accounting operations.

His immediate tasks are to centralise all the accounting functions at the well motivated HEAD OFFICE, and build an effective department which provides accurate and precise financial information.

If you have the sort of background and experience this position calls for, please ring in strict confidence, on a direct line, WALTER HIRSH—01-958 8183.

WHA

MANAGEMENT RESOURCES DIVISION,
WALTER HIRSH & ASSOCIATES,
Management & Training Consultants,
86B Edgware Way, Edgware,
Middlesex HA8 8JS

Finance Director
London

for a British public company in the wholesale field whose turnover, now approaching £50m., has been growing at the rate of 20% p.a.; profits have trebled in the last 5 years. He will be responsible for the further development of financial and management information systems, business forecasting and will be closely involved with the expansion of the business by internal growth and take-overs. There are prospects of further advancement. Candidates, ideally in their late 30's, must be chartered accountants who have gained relevant experience at senior levels in commerce or industry: a knowledge of the use of computers would be an advantage. Salary is negotiable, car, share options, pension. Please write—in confidence—stating how each requirement is met to J. M. Ward reference B.41175.

about £10,000

MSL Management Consultants in Human Resources — 17 Stratton Street, London, W1X 6DB. BIRMINGHAM GLASGOW MANCHESTER

XPERIENCED DEALER

ational Bank of Detroit

ire a dealer to join the staff of their very e dealing room. The successful applicant will ably have had at least two years' experience aling in foreign exchange and/or sterling or currency deposits. A very competitive salary be paid according to experience and there are ous fringe benefits including a non-contributory pension scheme, house purchase facilities etc.

cation should be made to:

The Assistant Manager,
National Bank of Detroit,
28 King Street, London EC2P 2AU.
Telephone 01-606 4281 Ext. 28

FINANCIAL AND ACCOUNTANCY APPOINTMENTS ALSO APPEAR ON THE FOLLOWING PAGE TOGETHER WITH GENERAL APPOINTMENTS

GENERAL APPOINTMENTS

£6500 for a PA?

Yes, because you will be expected to pick up large parts of the chairman/managing director's responsibilities, make them your own, and eventually work towards a UK board directorship – or an international management job, perhaps in the USA.

The company manufactures packaged consumer goods in the UK and markets them here, in Europe, Africa and the Middle East. Thus, you will be involved in solving a wide variety of management problems which may even include visits to overseas locations.

A degree and/or business studies qualification (in marketing) would be an advantage. Practical experience, however, especially in sales, distribution, marketing management or advertising, will be the deciding factor.

Starting salary will be around £6500, plus car, plus non-contributory pension.

Location will be in London.

Replies will be treated in complete confidence and no companies will be contacted without your consent.

Please write to: Malcolm Kennedy, Account Director, McCann-Erickson Recruitment Group, 36 Howland Street, London W1P 6BD.

McCann-Erickson

MANAGING DIRECTORS

for Subsidiaries of Private

PROPERTY INVESTMENT GROUP

Terms negotiable to £15,000 + stock options, profit sharing, car, etc.

Residential:
The company currently makes £0.6m. net pre-tax and has sufficient work in progress and land to ensure this figure grows by 35% for at least the next 3 years.

Industrial/Commercial:
The company has £45m worth of developments in hand and sufficient financial resources for the forseeable future.

The Group wishes to appoint Managing Directors to each of these subsidiaries who have developed a general management capability from their original professional qualifications. This qualification is not important in the case of Managing Director Residential, but the Managing Director Industrial/Commercial will probably be a Surveyor. Both of these men should be recognised industry-wide (and ideally in the City) as outstandingly competent, and have the personal qualities to attract deals and exploit them profitably.

Private conversations can be held by appointment with the consultants Group Managing Director by telephoning 01-580-2977 ref. FT111.

MANAGEMENT CONSULTANTS LTD.
18 Edinburgh House, 9B Portland Place, London W1N 2AA

Experienced Foreign Exchange Dealer

required by London Branch of Leading Continental Bank. Applicant should be aged 28-37 with thorough knowledge of all aspects of the market. Salary negotiable and competitive with usual fringe benefits. All applications will be treated in strictest confidence and should be addressed to Box T.2631, Financial Times, 10, Cannon Street, EC4P 4BY.

LEADING LONDON STOCKBROKERS

have vacancies in most departments for experienced office staff. Salary according to age and experience. Non-contributory pension scheme. Apply with full details to
Box No. T.2635, Financial Times, 10, Cannon Street, EC4P 4BY.

SENIOR EXECUTIVE – TRANSPORTATION

About £14,000 **LONDON**

A world-wide shipping and transportation company is seeking a senior executive for its European operations. Initially, his appointment will be that of Director, Budgets and Co-ordination, but he will be expected to accept significantly increased responsibilities within a year of taking up the post.

The successful candidate will have a minimum of 10 years' experience in transportation, preferably in road freight or shipping, with a heavy emphasis on operations management and administration. A University graduate or equivalent, he must have the ability to motivate a substantial team operating in a multi-national environment.

Interviews will be held in Europe between 22/26 October.

Please send detailed career history, in strictest confidence and quoting reference B.13, to:

John Holt Stethem-Claude Gareau Ltd.
1155 Dorchester Boulevard West, Montreal, Canada.

TILNEY & CO.

Wish to interview in London applicants for the following positions in their London office.

ASSISTANT TO LONDON OFFICE MANAGER

Must be experienced in stockbroking office procedures including C.S.P. requirements.

TRANSFER/SETTLEMENT CLERKS

Previous experience in a Stockbroker's office essential.

SHORTHAND TYPIST

Stockbroking background necessary. Limited dictation. Applicants must be prepared to carry out other office work.

Attractive salary plus non-contributory pension and Life Insurance schemes.

Applications to:—
The Manager,
Tilbey & Co.,
385, Sefton House,
Exchange Buildings,
Liverpool L2 3RT.

Credit Controller International Banking

c. £5000

The International Banking Division of Williams & Glyn's Bank Ltd. is a major and growing contributor to the Bank's profits. To assist in preserving the high quality of the international lending portfolio a Credit Controller/Senior Credit Analyst will be appointed. The job holder will be accountable for the maintenance of on-going reviews of the loan portfolio, will be expected to make a significant contribution to the evaluation of new credit proposals and will assist senior management with the design of the more complex 'one-off' financial packages. This could mean direct involvement in high level negotiations with borrowers in the international markets.

The successful candidate is likely to be aged about 30, have had formal training in credit analysis and possess both a high level of competence in the appropriate techniques of financial analysis and some experience of international lending. Career progression opportunities are considerable. The salary level envisaged is around £5000 with good additional fringe benefits which include an attractive home loan scheme.

Applicants should write, giving an outline of career and qualifications, quoting reference B.330, to: P. D. Richards, Personnel Manager (Southern), Williams & Glyn's Bank Ltd., 5/10 Great Tower Street, London, EC3R 5DH.

WILLIAMS & GLYN'S BANK

FINANCIAL AND ACCOUNTANCY APPOINTMENTS

ACCOUNTANT

£4,000 P.A. PLUS FRINGE BENEFITS

Expanding family group seek accountant to control accountancy system, budgeting and monthly Board Figures, and undertake certain company's secretarial responsibilities. A career in which integrity and hard work will be suitably rewarded is offered to the right man.

Apply:
The Managing Director,
EUSTACE & PARTNERS HOLDINGS LTD.,
Lancelot Road, Wembley, Middx. HA0 2BJ.

ASSISTANT CHIEF OF COMMUNICATIONS in an N.Y.S.E. MEMBER FIRM

One of the leading New York Stock Exchange member firms has an opening for an ambitious, reliable person to assist our Chief of Communications in a complex and exciting requirement where perfect accuracy combined with professional knowledge of the U.S. Securities Market and Regulations will ensure ever increasing responsibility and benefits. We require a person of the highest moral integrity combined with the following essential skills:—

Excellent knowledge of English
First rate typist

In addition to an excellent salary and benefits you will receive training by the top professionals of the U.S. Securities field and will work with a small group of friendly, likeable people working as a team.

We are an equal opportunity employer, which sincerely means we don't care about your age, sex, race, colour or religion.

Reply in confidence to:
The Managing Director,
Box T.2637, Financial Times,
10, Cannon Street, EC4P 4BY.
(Our staff knows of this advertisement)

N.Y.S.E. ACCOUNT EXECUTIVE and ACCOUNT EXECUTIVE TRAINEE

We are a leading New York Stock Exchange member firm in search of outstanding executive talent. We would like to meet experienced, also inexperienced men and women who have the following essential qualifications:

High moral character
Intelligent
Ambitious
Well educated
Excellent appearance

We offer excellent salary and benefits, virtually unlimited advancement opportunities, a quiet highly professional atmosphere composed of a small group of friendly people who will do all they can to make your business home all you want it to be.

We are an equal opportunity employer, that sincerely means we don't care about your age, race, colour or religion.

Please write in confidence to:
The Managing Director,
Box T.2638, Financial Times,
10, Cannon Street, EC4P 4BY.
(Our staff knows of this advertisement)

Investment Analyst

Vickers, da Costa & Co. Ltd. require an experienced investment analyst (aged about 25-30) specialising in Breweries/Hotels. Although initially concerned with the U.K., the successful candidate will be capable of moving on to consider investment internationally.

Candidates are likely to be honours graduates or hold a professional qualification and to possess at least three years' experience in investment research. Prospects are excellent and initial remuneration will be fully competitive.

The Staff Partner, Vickers, da Costa & Co. Ltd.,
Regis House, King William Street, London EC4R 9AR.

SECURITIES CLERK

Merchant Bank situated in the West End requires a Securities Clerk. The applicants, male or female, should ideally be aged about 26, and must have experience in depth gained in a Clearing Bank Securities Department.

Usual fringe benefits. **Salary circa £2,400**

Please write with full details to Miss P. Marshall,
Suite 4, Cavendish Court, 11-15 Wigmore Street, London, W.1.
Telephone 01-580 1221.

Chartered Accountant

(with flotation experience).

A private Group of Companies based in the City which provides various financial and associated services to its clients, requires a Chartered Accountant to assist the Financial Director in the preparations for 'going public' in the near future.

Applicants should be about 25 years of age, qualified Chartered Accountants and have some knowledge or experience of the specialist procedures involved in a proposed flotation on the Stock Exchange.

This appointment will initially run for one year, and though it could result in further employment within the Group, it will probably appeal to a man recently qualified who wishes to gain useful experience of the financial and commercial world before finally committing himself to a career.

Salary around £3,000. Apply with full details to Box T.2636, Financial Times, 10, Cannon Street, EC4P 4BY.

Fund Manager

We are an Australian based Life Assurance Society which has been operating in the U.K. for more than 85 years. Our funds in the U.K. exceed £120m and we require a Fund Manager with experience of equity-linked dealing gained in the London market. Applicants should be around 30-35 years of age and should have a practical approach to industry and fund management. This is a new venture in the Pensions Managed Fund and equity-link Life Assurance fields offering considerable opportunity for the successful applicant.

The starting salary will be negotiable and there are generous pension and house purchase facilities. The appointment is located at Head Office in London. Write with brief but adequate personal and career details (which will be treated in strict confidence) to —

CML

E. J. Haynes,
Personnel Manager,
Colonial Mutual Life Assurance Society Limited,
24 Ludgate Hill,
London, E.C.4.
marking the envelope Personal.

International Settlements

A small, progressive firm of stockbrokers requires a specialist to assume responsibility for Foreign Currency dealing, contracts, delivery and ledgers on behalf of the Fund Manager.

The successful applicant will be fully experienced in this type of dealing and settlements administration. He will have a stockbroking background, be familiar with its pressures and be flexible in outlook.

This is a new appointment with prospects and the position carries managerial status. A salary in the region of £3,400 p.a. will be negotiated.

Write initially with adequate career details, quoting reference LM 1036.8 to Miss M. T. Stone, Personnel Services Division of:

Spicer and Pegler & Co.,
Management Consultants,
6 New Street, Bishopsgate,
London EC2M 4UH.

C.A.E.C. HOWARD LTD.

SALES MANAGER

The Company have a vacancy for an experienced Group Sales Manager to lead an established team of technical representatives.

The successful applicant will be thirty-five/fifty years of age, trained and experienced in sales management. Capable of negotiating at top level with local authorities, architects, builders merchants and builders in the marketing of Lightweight Concrete Building Blocks.

The Company operates a chain of strategically located factories for the production of Lightweight Concrete Building Blocks.

The position will be based at our Bedford Head Office and an attractive salary and Company car are supported by a Company Pension Scheme.

Applicants should apply to:—
The Director and General Manager,
C.A.E.C. HOWARD LTD.,
St. John's Works,
Bedford MK42 0DR.

هكذا من الأصل

Benn

he Annual General Meeting of Benn Brothers Ltd., iblishers of trade journals, directories and books, was ld at 25 New Street Square, London, EC4, on September . Extracts from the statement of the chairman, Mr. anvill Benn:

ie story of the Benn Year is a catalogue of new records. record payment to patient shareholders, the proper ward to which they are entitled is not possible because current restrictions. Those responsible for this other- se highly satisfactory story would not claim particular lividual or collective credit in the past year. The results m from actions taken and journals acquired over a long riod of time. But the continued development of Group ofitability is particularly satisfactory as it was achieved ring a transitional period of change to a new divisional inagement structure.

st year's Statement promised early completion of plans the relocation of branches of the business. In fact, the w offices and warehouse at Tonbridge were opened offici- y by the Lord Lieutenant of Kent, Lord Astor of Hever, January at a splendid party, which also marked the start Ernest Benn's Golden Jubilee year as book publishers. iendly rivalry between journals now published from New eet Square, from Lyon Tower, Colliers Wood, and from vereign Way, Tonbridge, is keen, each division claiming cial advantages from its location.

quisitions in the twelve months were relatively few in nber, but important. The former Walter King journals l directories serving the gas industry joined forces with ir rivals here last September. The benefits of this ionalisation, already accruing to readers and advertisers, l not reach the Group until 1973/4 or possibly later. The lley tax publications, invaluable to companies and indivi- ls for more than fifty years, came into the Group in ril. Here also the undoubted rewards will begin to flow the Benn year 1973/4.

far the most significant industrial development of the r, scarcely noticed by the general Press, television or lo, was the phenomenal growth of the British offshore industry: it is now the country's fastest growth industry. 10 years it is expected that 100 rigs will be operating in North Sea, representing an investment of £2,500 million, 2½ times the cost of the Channel Tunnel at its maximum imate. Shipping World as well as Marine and Air ering are keeping pace with these astonishing changes.

s a particular source of pride that Cabinet Maker, the t to carry the Benn imprint back in 1880, has this year ten all previous records, sufficient proof that, after 93 rs, it is further enhancing its dominant position.

hardware trade was particularly affected by the intro- tion of VAT. The help and guidance provided by the dware Trade Journal and Benn's Hardware Price List e widely appreciated.

mark its centenary, Timber Trades Journal has published pecial commemorative issue, the editorial contents and advertising support of which reflect the outstanding ition it holds.

ectories are a growth section of BB business. Demand trade information, too detailed and too diverse to be t in a computer memory store, is ever more insistent. striking facts are that 17 Benn directories and buyers' les provide 1,108,860 hard items of information on 7,695 s at an average price to users of £7.21 per book.

ults such as those reported this year are not the result uck, but of sheer hard work, professional skill and ition to duty of 850 men and women.

RAORDINARY GENERAL MEETING

r the AGM, an Extraordinary General Meeting of nbers approved resolutions to increase the authorised e capital of the company from £1,000,000 to £2,000,000 he creation of an additional 4,000,000 ordinary shares of each and to capitalise the sum of £836,948 representing of the amount standing to the credit of Reserves by issue of one new fully paid ordinary share of 25p for ordinary share of 25p of the company held at the close usiness on 28 August 1973.

IMARY OF RESULTS	Year ended 30 June 1973 £000	1972 £000	Change %
ip Turnover	3,955	3,554	+11
ip Profit before taxation and traordinary items	467	303	+54
ip Profit after taxation, before traordinary items	288	173	+66
aordinary items 972 included profit on sale of properties)	69	971	—
dends for year (Net—1972 gross)	108	146	+ 5

APPOINTMENTS

Chloride Group changes

Mr. James A. Gilchrist and Mr. John W. Ray have been elected to the main Board of the CHLORIDE GROUP. Mr. Gilchrist is to be director responsible for the newly formed North American Division and Mr. Ray is chairman of the industrial division.

Mr. D. G. Millar has been appointed managing director of Chloride Alcad, succeeding Dr. H. D. Murdoch who has been appointed deputy chairman of Chloride's new systems division.

★

Mr. T. A. Chavasse and Mr. D. Southall have been appointed to the Board of ALCAN FOILS.

★

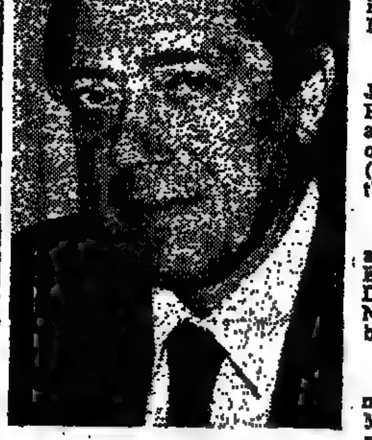
Mr. C. J. Fletcher, secretary of SIMON ENGINEERING DUDLEY, has been appointed a director.

★

Mr. Leslie Duckels, joint deputy chairman of CRODA INTERNATIONAL, retires tihs month, having reached his 60th birthday.

★

Mr. W. T. Robinson has been appointed managing director and chief executive of the BURSTON GROUP. He has also become managing director of Burston and Texas Commerce Bank and



Mr. W. T. Robinson

deputy chairman of the group's main operating subsidiaries.

Mr. Robinson was previously general manager, related banking services division of National Westminster Bank.

★

Mr. J. E. Anderson has been appointed tothe Boards of RANK XEROX (U.K.) and Rank Xerox (Ireland). Financial controller since May, he now becomes director, planning information and finance.

★

Mr. B. J. Allen has been appointed an associate director of JOHN CROSSLEY AND SONS, a subsidiary of Carpets International.

★

Sir Raymond Brookes has been appointed to the Board of ATV NETWORK. Sir Raymond is group chairman and chief executive of Guest Keen and Nettlefolds. Mr. Francis Essex has joined the Board of ATV Network following his recent promotion to controller of programmes (Midlands).

★

Mr. John V. Wilson, secretary of BENN BROTHERS, has been appointed a director of the company from October 1. He continues as publishing director of Tolley Tax Publications, acquired by Benns in April. Mr. David M. Stephenson has resigned as a director, by mutual agreement, from September 30.

★

Mr. Bernard Barham, Mr. Antony Lesser, and Mr. Jean Solandt, assistant directors in the banking division of J. HENRY SCHRODER WAGG & CO., have been appointed directors.

★

Truscon chief executive resigns

Mr. C. P. Ziegenbein, who became managing director of TRUSCON in March last year, has resigned from the Board. He has been succeeded as managing director by Mr. D. K. Upperton.

★

Mr. David Evans has been appointed to the Board of SGB GROUP. He has also been appointed chairman of Hire Service Shops, one of the group's subsidiaries.

Mr. John Eden becomes managing director of Hine. He was previously commercial director of Scaffolding (Great Britain).

★

Mr. P. S. Roots, director in charge of technical development, has been appointed joint managing director of ST. BERNARD PLASTICS.

★

Mr. O. R. Jessel, chairman of Jessel Securities and of Eastern Produce (Holdings), has been appointed a director and chairman of CLAIRMACE. Eastern Produce (Holdings) holds 21 per cent. of the Ordinary capital of Clairmace.

★

Mr. W. Ian Green has been appointed marketing director, Europe, for the Rockwell-Standard Division of ROCKWELL INTERNATIONAL U.S., and will be based in the U.K.

★

Mr. P. S. Lane has resigned as non-executive chairman of OPPERMAN HOLDINGS following the acquisition of that company by Brook Motors.

★

Mr. John F. Mayer has been appointed managing director of CHEMICAL CONSTRUCTION (GB), replacing Mr. John M. Calder who continues as a consultant.

★

Mr. Anthony Gorard, managing director of HTV, has been appointed to the Board of ITN.

★

Mr. Ole W. Kryger, vice-president, has been appointed resident manager of the London office of the BANK OF NEW YORK. He takes over supervision of the office from Mr. Stephen Flanders, who will be returning to the U.S. to assume overall management of the bank's European section.

★

BRITISH LEYLAND

In announcing yesterday, appointments at British Leyland that Mr. Frank Tilston, appointed director of manufacturing plans, had become second in command to Mr. Bill Davis, director of manufacturing. British Leyland points out that while both Mr. Tilston and Mr. George King, director of manufacturing controls, come directly under Mr. Davis, no formal appointment of any deputy has been made.

BUSINESS OPPORTUNITIES

WALL STREET + OVERSEAS MARKETS + FOREIGN EXCHANGES

Strong and active on payments balance

BY OUR WALL STREET CORRESPONDENT

NEW YORK, Sept. 19.

SHARP GAINS were scored on Wall Street to-day, helped partly by the announcement of a narrowing in the U.S. balance of payments deficit in the second quarter, and also by a rally in many recently depressed Glamour stocks.

At 1 p.m. the Dow Jones Industrial Average strengthened 11.13 to 902.39, the Transportation Index advanced 2.71 to 165.78 and the Utilities Index rose 0.67 to 99.50. The NYSE All-Common Index moved up 72 cents to $56.50, while rises outpaced falls by 984-to-344. Trading volume spurted ahead by 4.16m. shares to 13.92m., compared with 1 p.m. yesterday.

Support for the Stock Market was also provided by a growing belief that interest rates were at, or close to, a peak, plus some encouraging economic news.

The Commerce Department reported that the U.S. basic balance of payments deficit narrowed to $782m. (seasonally adjusted) in the second quarter, from a downward revised $947m. deficit in the first quarter.

IBM recovered $9¼ to $268¾ after a delayed opening—it had been under heavy selling pressure in the first two sessions of the week because of an unfavourable anti Trust ruling.

Closing prices and market reports were not available for this edition.

Telex Corporation, which won out over IBM in the anti Trust ruling, came back $¾ to $7½ after having climbed strongly earlier in the week.

Eastman Kodak and Xerox also reversed recent weak trends. The former regained $1½ to $131, while Xerox were lifted $5½ to $144¾.

Control Data added $2¾ at $42½ on favourable comment from some analysts in a Press report to-day.

Walt Disney, however, fell $1¾ to $77 after some bearishly construed remarks in a published report.

American Telephone pushed ahead $1¾ to $49¾ on higher third quarter per share operating net earnings.

The American Stock Exchange moved broadly higher in active trading. The Market Value Index advanced 0.73 to 100.55 while advances outnumbered declines by 413 to 221. Trading Volume expanded to 2.19m. shares from 1.7m. at 1 p.m. yesterday.

Colt International led the active issues but held unchanged at $3¼ on 127,800 shares, including a large block of 86,900 shares at $3. Marinduque Mining "B" fell $1¼ to $4¾ on 71,100 shares. Telex Warrants gave up $¾ to $3¾ on turnover of 33,500 shares.

Tarding was brisk in Foreign stocks, paced by Canadian Oil and Natural Gas issues. Dome Petroleum added $¾ at 32½, Hudsons Bay Oil gained $¾ to $46½, Ranger Oil rose $½ to $35¾ and Imperial Oil picked up $¾ to $42¾.

Atlas Consolidated Mining dropped 3¾ to $32¾. Canadian Javelin added $½ at $18. Brascan gained $¾ to $19¾. Philippines Long Distance Telephone fell $1¼ to $7½, but Quebecor tacked on $½ at $14¼. San Carlos Milling rose $¾ to $7¼. O'Okiep Copper lost $¾ to $79¾.

OTHER MARKETS

Canada gains ground

Canadian Stock Markets gained ground in moderate trading yesterday morning.

The Industrial Share Index moved up 1.40 to 215.02, Western Oils advanced 3.64 to 240.69, Utilities gained 0.90 to 139.64, Banks improved 1.42 to 268.50 and Papers put on 0.87 to 139.15. But Golds declined 2.94 to 283.95 and Base Metals shed 0.03 to 100.91.

PARIS—Market was easier, under the influence of higher Money Market rates and investor hesitancy before the expected Budget announcement.

Foods were the least favoured sector, with Carrefour Frs.63 lower at 2,940. Other sectors also fell, apart from narrowly mixed Metals and slightly higher Oils, where Aquitaine rose Frs.3.9 to 396.

In Foreign issues, Golds and Coppers lost ground, but Americans gained. Other sectors were slightly higher.

Brussels—Easier trend. But Glass makers continued their recent advances with Verreries de Mariemont, the subject of recent takeover speculation, rising by its 5 per cent. limit with an indicative quote of Frs.5,520, after being suspended last Thursday at Frs.5,260.

Industrials were mixed while Electricals eased. Hoboken shed Frs.90 to 4,715 and Vieille Montagne lost Frs.40 to 5,210. Solvay lost Frs.25 to 2,820 in chemicals but Cockerill gained Frs.25 to 1,298 in steels.

Foreign stocks shared in the general decline, as did Golds, RTZ, Pechiney, Paribas, Zommanglo, ICI, Philips, Unilever and some Dollar stocks.

GERMANY — Markets closed mixed, with professional trading limited to closing positions in leading issues.

Stores firmed, although most other leading issues eased slightly. Among "secondary" Chemicals, Schering rose DM2 to 402 and Degussa DM3.5 to 270.5. The Building sector declined generally between DM5 and DM6.

In the Bond Market Public Issues eased by up to 0.70 marks with the 10 per cent. issues up to 0.15 marks lower. Foreign Mark Loans also eased.

AMSTERDAM—Akzo and Royal Dutch edged higher, while Philips and Hoogovens eased in Internationals.

Plantations were steady, Shippings were generally firmer, Banks also gained ground. Investment Funds continued their downtrend, Insurances and local Dutch issues were irregular.

State loans continued higher.

OSLO—Banks and Shippings were steady, while Insurances were well maintained and Industrials were irregular.

VIENNA—Stocks drifted lower in light volume. Constructions were weak, while Breweries were generally steady.

COPENHAGEN—Market moved higher over a broad front, although Insurances were lower.

MILAN — Generally higher in fairly active trading.

In leading Industrials Montedison rose Lire 20 to 865. Snia Viscosa Lire 40 to 2,315, Pirelli Lire 49 to 2,400, Olivetti Lire 68 to 1,648. La Centrale moved up Lire 700 to 17,000 in financials, and Mediobanca also Lire 700 to 76,000 in Banks. In Insurances, Assicurazioni Generali were quoted at Lire 62,250 ex-option rights to the one-for-five capital.

Bonds also gained ground in active trading.

Switzerland Markets were little changed in lifeless trading. In narrowly mixed Banks, Leu Registered dropped markedly. Financials were generally slightly higher, led by Conti "B" and Schindler bearer. Insurances closed very steady.

Small gains predominated in Industrials Paillard Bearer and Registered each regained some ground. Hoffmann La Roche gave way Frs.500 to 128,000.

State Bonds were steady in somewhat livelier trading.

Among Foreign shares, Dollar stocks were mixed, with gains predominating, but IBM were again weak in active turnover; Burroughs and Xerox also were under pressure. Among Dutch issues, Royal Dutch and Unilever each rose. Germans were firmer.

TOKYO—Prices continued to decline. Volume 75m. (60m.) shares.

Declines of some Blue Chips under selling pressure by Foreign investors contributed in large part to the bearish trading, while most investors waited on the sidelines.

Among Blue Chips, Matsushita Electric Industrial lost Y14 to 576, Ajinomoto Y14 to 336, Shiseido Y30 to 1,000, Honda Y19 to 635, Sony Y50 to 4,380, and TDK Electronics Y20 to 916.

Insurances were generally easy. Tokio Marine and Fire shed Y7 to 499, Sumitomo Marine and Fire Y19 to 496, Taisho Marine and Fire Y15 to 470 and Yasuda Fire and Marine Y25 to 476.

Synthetic Fibres, Steels, Heavy Electricals, Constructions, Chemicals, Ceramics, non-Ferrous Metals and Light Electricals all lost ground.

AUSTRALIA some heavy losses were recorded in all sectors in slack trading.

Among the few gainers were Leighton, up 8 cents at $A1.75, Carlton United Breweries, which roise 3 cents to $A2.89 and Comalco, which gained five cents to $A2.55.

BHP dropped 42 cents to $A3.55, Bank of NSW 20 cents to $A6.80 and CSR 2 cents to $A4.18.

Cigarette manufacturer Amatil shed 5 cents to $A2.41 Jennings lost 5 cents to $A2.55 and EZ Industries dropped 20 cents to $A3.25. G. J. Coles dipped 4 cents to $1.55.

In Mining CRA fell 19 cetns to $A6.45, Mim 11 cents to $A2.36, Poseidon 10 cents to A5.90 and Bougainville 12 cents to $A2.27.

Broken Hill South were down 11 cents to $A1.80. Peko-Wallsend 5 cents to $A4.90 and W... cents to $A1.56.

Oils also fell, with W... Burmah off 5 cents to $A1...

JOHANNESBURG — generally easier, following bullion price and the firmness in Europe. Trade slack, with little London ... evident.

Platinums were slightly ... in extremely quiet dealing ... pers traded at previous ... except for ZCI, which ... cents down at 85 cents on Press comment.

Industrials also were ...

French franc weaker

The French franc, which has lately been particularly weak against the German mark and the Belgian franc, came under renewed pressure yesterday, and was reported to receive further official support under the joint-float arrangements operated by certain EEC and associated countries. Sterling was stronger on balance, with its trade-weighted average depreciation since the Washington Currency Agreement of December, 1971, narrowing to 19.41 per cent., from the previous 19.65 per cent., while in terms of the U.S. dollar the pound rose on balance to $2.4185-2.4195, from the previous $2.4168-2.4173. Activity in the pound was relatively modest, with the dollar-sterling rate moving in a fairly narrow range. At the same time, the dollar showed mixed changes of varying degree against major Continental currencies. The one-month discount on sterling (against the dollar) for forward delivery widened to 1.12½c, the 3-month to 2.94½c, 6-month to 5.10c, and the 12-month to 9.25c.

The dollar rose particularly sharply against French financial francs, by 550 points to Frs.4.3700, and also gained 150 points to Frs.4.2700 in terms of the French commercial franc, which was reduced sharply in forward dealings. In terms of the German mark, the dollar gained points to DM2.4150, in terms of the Swiss franc 150 points to Frs.3.0155, and in terms of the Dutch guilder 20 points to Fls.2.5495, while Belgian francs weakened on convertible account and strengthened on financial, almost eliminating the differential between the two accounts.

Gold fell $1¼ to $101¼-102¼ an ounce, in moderate business. The metal opened at $102¼-103¼, while $100-101 was reached at an early stage. The morning fixing was at $100.50 (£41.550), and the afternoon at $101.40 (£41.932). New sovereigns ended at $29½-30½, and old at $36-38, while double Eagles were at $164½-167, single at $83-85½, and half at $50-52½, with 20-mark pieces at $43-45.

EXCHANGE CROSS-RATES

Sept. 19	Frankfurt	New York*	Paris	Brussels	London	Amsterdam	Zurich
Frankfurt	—	2.419-421	56.69-70	6.60-61	5.847-856	96.00-10	80.05-15
N. York*	41.45-.48	—	22.42-51	3.745-751	2.4167-4172	39.21-28	33.29-31
Paris (c)	176.435	4.2375-2725	—	11.6745	10.34-35	167.30-168.0	141.65 85
Brussels	15.11-14	36.57-22	8.54-58	—	86.40-50	14.31-36	12.08-12
London	5.84-85	2.4185-95	10.32-33	88.30-88.60	—	6.15½-16½	7.28½-29½
Amt'dam	166.335-385	2.5482-5507	38.565-645	3.9765-9815	6.1565-1635	—	84.475-525
Zurich	124.65-90	3.010-015	70.48-60	5.2225-3475	7.2815-2845	117.94-.30	—

U.S. $ in Montreal 0.9888-90. Canadian $ in New York 1.0108-12. U.S. $ in Milan 585.35 Sterling in Milan 1417.50. (c) Commercial. *Rates for Sept. 18.

Indices

NEW YORK

DOW JONES AVERAGES

STANDARD AND POORS U.S. STOCK INDICES

MELBOURNE YIELDS

Av'ge yield on 60 Leading Stocks	Sept. 13	Sept. 6	Aug. 30
On Dividends	5.22	4.90	4.95
On Earnings	8.87	8.16	7.98

SYDNEY ALL ORD. INDEX

HONG KONG INDEX

STOCK AND BOND YIELDS

SINGAPORE INDEX

TUESDAY'S ACTIVE STOCKS

TOKYO NEW SE INDEX

IND. DIVIDEND YIELD p.c.

N.Y. SE ALL COMMON INDEX

RISES AND FALLS

AMERICAN SE MARKET VALUE INDEX

EUROPE

TORONTO INDUSTRIAL INDEX

MONTREAL INDUSTRIAL INDEX

COMBINED INDEX

JOHANNESBURG

FOREIGN EXCHANGES

OTHER MARKET RATES

EURO-CURRENCY INTEREST RATES

◆ Rates are nominal closing rates.

† Short-term rates are call for sterling, U.S. dollars and Canadian dollars are two days' notice for guilders, marks and Swiss francs.

FORWARD RATES

OVERSEAS SHARE INFORMATION

NEW YORK

CANADA

GERMANY ◆

PARIS

MILAN

AMSTERDAM

BRUSSELS

STOCKHOLM

SWITZERLAND ◆

AUSTRALIA

TOKYO ¶

COPENHAGEN

VIENNA

OSLO ◆

JOHANNESBURG

SPAIN ♥

STOCK EXCHANGE REPORT

Leading equities relapse as buyers withdraw support

Index loses 5.6 at 420.3—P & O good against trend

ACCOUNT DEALING DATES

Option

First Dealings	Declarations	Last Dealings	Account Day
3	Sept. 13	Sept. 14	Sept. 25
7	Sept. 27	Sept. 28	Oct. 9
	Oct. 11	Oct. 12	Oct. 23

" time " dealings may take place ... three business days earlier.

...er losses were sustained ...ding equities yesterday ... was fairly light, but there ...rtually a complete with- ... of buyers who fear that ...ng the Prime Minister's ...ith CBI leaders on Tuesday, ...strictions to be imposed Phase Three of the pay and ...policy will militate against ...ies' trading profits. Senti- ... was further unsettled ...ay by news that a leading ...bbing firm had stopped ... a market in Australian ...and industrial shares; such ...sensitive state of markets ...eral, and the Australian ... in particular, that the ...nade buyers even more ...

...s in the equity leaders ...y ranged between 3p to ...ough some which were ahead in the recent rally ...own heavier yesterday: ..., 151p, Glaxo, 344p, and ...een, 290p, showed falls of ... The F.T. 30-share index ...losed 5.6 down at 420.3, ...ave been lower still but ...O Deferred which jumped ...320p on the encouraging statement and proposed ...ne scrip issue. Second- ...ities were less affected ...e leaders even though ...were just as scarce. In ...they tended to ease by ...½p or 1p. Overall falls ...in F.T.-quoted industrials ...ses led by 5-1 on Tuesday. ...of trade was also down, ...arkings being more than ...er at 6,510.

...quieter

...ged quietened consider- ...er Tuesday's flurry of ... Short-dated issues got ...slow start but improved narrowly in the later morning trade on fresh demand. The general atmosphere in the House, however, eventually discouraged buyers and subsequent small selling left its mark on quotations which generally closed ⅛ easier on the day. Treasury 9 per cent., 1978, ended ¼ lower at 92⅛, after 92¼. Medium- and long-dated securities held unchanged throughout the day.

Investment currency was in demand, mainly for the purpose of acquiring American stocks, and with supplies none too plentiful the premium made headway to close ¼ higher at 30¼ per cent. Yesterday's USE conversion factor was 0.8241 (0.8309).

Among Recent Equities, Clairmace improved 2p to 56p on speculative interest following news of Mr. O. R. Jessel's appointment as chairman.

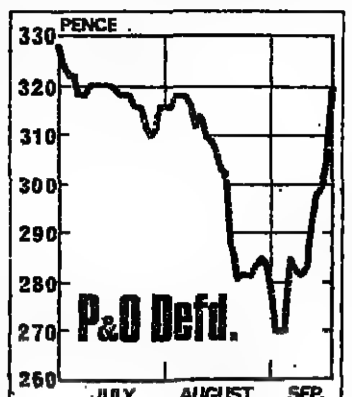
Keyser Ullmann up

Leading Banks turned reactionary on lack of demand. Midland closed 8p lower at 336p while Barclays gave up 4p to 340p. Merchant Banks, however, displayed a number of firm features; Keyser Ullmann stood out with a 13p jump to 270p on persistent small buying while Minster Assets were similarly supported and ended another 5p up at 79p. Schroders put on a like amount at 610p in front of to-day's interim results and Arbuthnot Latham improved 10p to 390p.

After the general firm performance of the past week or so, Insurances turned easier yesterday as buying interest waned. Phoenix Assurance, however, moved against the trend and hardened 1½p to 223½p on the better-than-expected interim profits. Eagle Star gave up 4p to 164p after the uninspiring interim report while trading news also failed to excite Alexander Howden 4p down at 88p. Sun Alliance, a firm market of late, succumbed to profit-taking and lost 7p at 480p.

Quietly dull conditions prevailed in Breweries, Guinness easing 3p to 130p and Bass 2p to 127p. Distillers at 131p, down 6p, gave up most of their recent good rise: the annual meeting is due to be held to-day.

Interest in the Building sector dried up and the market made a generally drab showing. Recent speculative favourites Mann-Abel, 171p, and Tunnel Cement "B," 197p, both came back 5p, while Ellis and Everard reacted 3p to 201p on further consideration of



the bid situation. In the leaders, APC gave up 3p more to 192p, sentiment still being affected by news of the court action threatening its Northfleet works. Jennings, 7p off at 180p, reflected the general setback in Australian issues. Against the trend, demand was seen for Joviel, 5p to the good at 84p, after 86p, along with J. L. Kier, 6p higher at 158p, while, in Timbers, buyers came for F. J. Reeves which put on 8p to 96p.

Chemicals gave a little ground with ICI closing 3p off at 241p and Fisons 4p lower at 330p. Elsewhere, Allied Colloids improved 4p more to 188p.

Press suggestions of a possible Rank Organisation bid raised EMI another 3p initially to 160p, but Rank soon issued a firm denial of any such intention and EMI retreated to 155p before ending unaltered on the day at 157p. Other leading Electricals eased in a small business, with GEC, 146p, after 145p, and Plessey, 117p, after 116p, both 2p lower on balance. Still on the half-time results, BICC opened higher at 152p, but receded to 147p for a net loss of 3p. Thorn "A" declined 7p to 414p and Philips' Lamp 10p to 975p. Elsewhere, BSR continued to show disappointment with the interim report and shed 4p more to 139p. Bowthorpe, however, improved 3½p to 46p, the interim results are expected shortly.

Store leaders generally failed to maintain recent firmness and eased in quiet trading, but exceptions were UDS Group, 1½p better at 120p, and F. W. Woolworth, 1p harder at 76p. Marks and Spencer, 269p, and "Gussies" "A," 230p, both shed 4p. Spirella met further speculative demand and rose afresh to 71½p before closing a net 2p firmer at 66p for a two-day gain of 9p. Wades Departmental "A" hardened 2p to 88p in response to the increased profits and proposed scrip issue. Mothercare, following the termination of discussions to acquire Motherhood of the U.S., were 4p off at 234p. Among Shoes, Stylo, 88p, and Stead and Simpson "A," 136p, lost about 3p of the recent speculative advances. George Oliver "A," however, improved 8p to 67p ahead of to-morrow's interim figures.

Leading Engineerings lost ground but there was little evidence of a reaction in second-line stocks. GKN lost 6p to 290p, after 288p, while Hawker Siddeley, 346p, Metal Box, 245p, and Tube Investments, 384p, were all 4p lower. In front of to-day's half-yearly figures, Vickers came back 3p to 139p and Stone-Platt 1½p to 87p. Brighter spots included Spear and Jackson, up 3p at 155p, and Miles Druce, 4p higher at 181p, both in response to good interim figures. G. Stibbe regained composure after Tuesday's disappointing first-half statement and closed 2p better at 45½p. Helped by the chairman's remarks at yesterday's annual meeting, Howden Group improved 2½p to 91p, but after the late news of lower interim profits C. H. Johnson were lowered 2p to 29p. Amalgamated Power rose 5p to 98p in a thin market.

In Foods, Associated Biscuit added 2p more at 93p for a two-day rise of 8p, while Rowntree Mackintosh picked up 2p more to 150p and Robertson Foods put on 4p to 101p. In contrast, Cavenham, 144p, and Spillers, 57p, shed about 2p. Fresh speculation in a thin market pushed De Vere Hotels up another 11p to 193p for a three-day advance of 27p. Scott's Restaurant moved up 70p to 645p in a limited market, while Hickmet Palace Hotel rose 5p to 38p. Stanneylands, however, at 86p, lost 4p more of the recent advance on the tentative bid approaches.

Glaxo down

Glaxo fell 8p to 344p but losses in the other miscellaneous Industrial leaders were limited to around 3p. British Oxygen remained on offer after the results for the third quarter and gave up 2½p more to 80p. In contrast, Whitecroft were a firm market at 140p, up 10p, while similar improvements were marked against Consolidated Tin Smelters, 145p, and Hay's Wharf, 315p. Wilkinson Sword "A" improved 1½p to 61½p on hopes that the bid from British Match, up 8p at 182p will go through. Time Products moved up 6p to 114p in a limited market, while Gieves continued to attract buyers and improved 5p further to 95p. J. Coral firmed 4p to 127p and J. W. Spear were similarly better at 174p. Bifurcated Engineering gained 3p in response to the half-yearly results, but trading statements failed to help Berwick Timpo, 4p off at 73p, and BBA Group, 3p cheaper at 66p. Harris Lebus, a firm market of late, gave up 7p to 163p, while Kleeman lost 4p to a new "low" for the year of 112p. Rank Organisation "A" touched 415p before ending 10p down on balance at 420p. Australian stocks were featured by a sharp reaction of 32p to 548p in Broken Hill Proprietary.

Already ½p off at 24½p, British Leyland showed no further alteration following news of the protest stoppage at its Longbridge, Birmingham, works. Among easier Components, Joseph Lucas lost 5p to 165p and Supra Chemicals 4p to 173p, while Dunlop shed 2½p more to 83p. Garages and Distributors made a mixed showing, Godfrey Davis, 100p, and Kennings, 75p, both closing 2p better, but Lex Service ending 1½p off at 75p.

Thomson Organisation continued to behave erratically and, on small selling, closed 5p down at 215p. Among the few changes elsewhere in Newspapers, Pearson Longman hardened 2p to 189p. Associated Paper Mills ran into sudden demand and gained 3½p to 44½p, while Alliance Alders improved 1p more to 28½p. Awaiting guidance as to the worth of the London and County Securities Convertible preference offered in exchange for Inveresk Ordinary, the latter marked time at 61p: L. and C.S. dipped to 168p, but rallied to close only 2p lower at 178p.

The Property leaders turned slightly easier, but second-line stocks boasted several firm spots. Argyle came in for support and pushed ahead 7p to 126p, while buyers were still about for Law Land which closed 5p dearer at 150p. Interest was shown in Cornwall, up 4p at 102½p, and gains of a few pence were recorded in Countryside, 76p and Allied London, 82p. Imry hardened 5p further to 325p in a restricted market, while an investment recommendation left Country and District a shade better at 120p.

P & O good

Business receded to a meagre level again in Oils. The leaders, apart from Shell which eased 2p to 274p, were hardly changed as were most second-line issues. Press comment on the relative merits of several oils failed to register, but ahead of to-day's interim results, Burmah hardened 1p to 408p. Elsewhere, KCA Drilling slipped 3p to 89p and Australian Associated 5p to 50p, but Pan Oceanic were raised 50p to 850p. Sunningdale gained 15p to 480p.

P and O Deferred became a prominent firm feature in Shippings, jumping 16p to 320p on the proposed 100 per cent. scrip issue and the sharp upward revision of the profits forecast. Elsewhere, Furness Withy improved 4p more to 170p but profit-taking in a thin market caused Hunting Gibson, 270p, to give up 10p of the previous day's 22p rise.
estski?]]Mk]erties

Grendon Trust encountered profit-taking and, at 268p, gave up 4p of the recent good rise in front of and after news of the 35 per cent. stake in the company acquired by Eastminster. Dundee Perth and London Securities firmed 3p to 83p, following details of Slater Walker's 20 per cent. stake in the company, while Pentos firmed 3p to 49p on news of a subsidiary's acquisition.

John Haggas stood out in Textiles, rising 8p to 306p on further consideration of the results. Demand continued for Caird (Dundee) which improved 2p more to 92p while Nova (Jersey) Knit were similarly better at 68p. Courtaulds, 134p, however, drifted 3p lower on lack of interest and Hugh Mackay shaded 1½p to 78½p in front of today's interim results. Small selling in a thin market brought about a 15p decline to 105p in Edward Webb (Worcester).

Australians falter

News that the London jobbers, Blackwell and Co., had withdrawn from making a market in Australian Mining and Industrial stocks from yesterday morning had a slightly dampening effect on sentiment over the whole of the Mining sector but little effect on prices.

Australian issues opened the day easier in line with overnight markets in Sydney and Melbourne

Losses ranged to 20p in Poseidon at 420p while Conzinc Riotinto gave up 15p at 475p and 10p falls were seen in NBHC Holdings (256p), Peko-Wallsend (350), Bougainville (168p) and Western Mining (116p).

Gold shares gave ground in quiet trading in line with a reaction in the free market bullion price while there was no follow through to recent U.S. interest. Falls were limited to 15p, however, Buffels (945p) and S.A. Lands (195p) both being that much easier.

Platinums drifted, Bishopsgate giving up 2p at 128p reflecting the cautious remarks about the dividend contained in the Impala report. Union Corporation were also 2p off at 304p.

In front of the doubled net profits at the half-way stage, RTZ fell to 213p but bear covering and fresh buying on consideration of the results left the shares showing an overall loss of 2p on the day at 218p.

Zambian Coppers were unsettled by South African Press comment, ZCI losing 4p at 49p while "Zamanglo" ended 3p of at 187p after 183p. Anglo American fell 8p to 345p and Charter were 6p down at 166p.

Only a modest response was shown by Tin shares to the record price level of the metal although Berjuntai put on 10p at 255p. Elsewhere, big lines of stock on offer in Canada depressed Sabina by 4p to 80p after 73p. Northgate Exploration were 10p up at 450p.

FINANCIAL TIMES STOCK INDICES

—	Sept. 19	Sept. 18	Sept. 17	Sept. 14	Sept. 13	Sept. 12	A Year ago
Government Sec.	63.75	63.77	63.58	63.43	63.21	63.40	71.38
Fixed Interest	64.02	64.00	63.89	63.75	63.78	63.79	72.95
Industrial Ordinary*	420.3	425.9	427.6	420.7	415.3	413.0	488.8
Gold Mines	156.6	157.8	154.3	160.5	151.5	148.9	92.8
Ord. Div. Yield %	4.50	4.45	4.44	4.51	4.67	4.59	3.34
Earnings Yld % (full) (a)	10.08	9.98	9.97	10.12	10.25	10.30	†5.15
P/E Ratio (net) (a) (b)	13.32	13.66	13.68	13.46	13.30	13.23	†19.41
Dealings marked	6,510	7,558	7,125	6,341	5,824	59.55	8,743

*10 a.m. 423.5 11 a.m. 421.5 Noon 420.2 1 p.m. 420.4
2 p.m. 420.1 3 p.m. 420.3
Latest Index 01-246 8026.

(a) Based on 50 per cent. corporation tax. (b) Nil=13.27. † On old basis.

HIGHS AND LOWS

—	1973 High	1973 Low	Since Compilation High	Since Compilation Low
Govt Sec.	72.08 (22/1)	63.16 (6/9)	127.4 (9/1/35)	63.16 (6/9/73)
Fixed Int.	75.85 (25/1)	63.67 (6/9)	150.4 (28/11/47)	63.67 (6/9/73)
Ind. Ord.	509.5 (19/1)	404.8 (3/9)	543.6 [illegible]	49.4 [illegible]
Gold Mines	203.6 [illegible]	45.5 [illegible]	205.6 [illegible]	45.5 [illegible]

Basic 100 Govt. Secs. 15/10/26 Fixed Int. 1928 Ind. Ord. 1/7/35 Gold Mines 12/9/55. S.E. Activity July-Dec 1942

S.E. ACTIVITY

—	Sept. 19	Sept. 18
Daily—		
Gilt Edged	141.7	152.0
Industrials	219.4	261.2
Speculative	99.2	111.2
Totals	148.2	172.0
5-day Aver.—		
Gilt Edged	131.1	131.0
Industrials	228.0	223.0
Speculative	115.2	122.8
Totals	151.4	148.9

FT—ACTUARIES INDICES

	Sept. 19	Sept. 18	Sept. 17	Sept. 14	Sept. 13	Sept. 12	A Year ago
Industrial Group	170.58	172.21	170.26	168.74	167.29	166.32	199.28
500 Shares	179.00	180.60	178.61	177.09	175.76	174.87	207.76
Div. Yield pc.	4.23	4.19	4.24	4.27	4.31	4.33	3.46
P/E Ratio (net)	14.61	14.75	14.58	14.47	14.38	14.51	17.09
All Share	177.92	179.21	177.24	175.88	174.51	173.79	206.81
Consols Yield pc.	11.57	11.57	11.63	11.69	11.75	11.68	5.37

†On old basis.

AUTHORISED UNIT TRUSTS (p***)

OFFSHORE AND OVERSEAS FUNDS (p***)

[INSURANCE, PROPERTY, BONDS PRICES PAGE 41]

STOCK EXCHANGE DEALINGS from the Official List for Sept. 19

Wednesday, September 19	6,510	Monday, September 17	7,123	Thursday, September 13	5,824
Tuesday, September 18	7,558	Friday, September 14	6,241	Wednesday, September 12	5,955

The list below gives the prices at which bargains done yesterday by members of The Stock Exchange were recorded in The Stock Exchange Daily Official List. Members are not obliged to mark bargains except in special cases, and the list cannot, therefore, be regarded as a complete record of prices at which business was done.

Bargains are recorded in the Official List up to 2.15 p.m. only, but later transactions can be included in the following day's Official List. No indication is available as to whether a bargain represents a sale or purchase by members of the public. Markings are not necessarily in order of execution, and only one bargain in any one security at any price is recorded.

The number of dealings marked in each section follows the name of the section. Unless otherwise denoted shares are £1 fully paid and stock £100 fully paid. Stock Exchange securities are quoted in pounds and fractions of pounds or in new pence and fractions of new pence.

‡ Bargains at Special Prices. Δ Bargains done with or between non-members. ⊕ Bargains done previous day. ‡ Bargains done for delayed delivery or "no buying-in." $A—$Australian; $B—$Bahamian; $C—$Canadian; $HK—$Hong Kong; $J—$Jamaican; $Ma—$Malayan; $Me—$Mexican; $NZ—$New Zealand; $S—$Singapore; $US—$United States; $WI—$West Indian.

BRITISH FUNDS, ETC. (655)

INTERNL. BANK STOCK (1)

CORPN. & COUNTY—U.K. (88)

PUBLIC BOARDS, ETC.—U.K. (35)

COMMONWEALTH GOVT. AND PROVINCIAL SECURITIES (40)

FOREIGN STKS., BDS., ETC. (3)

U.K. AND COMMONWEALTH RAILWAYS (8)

FOREIGN RAILWAYS (12)

BANKS & DISCOUNT COS. (286)

BREWERIES & DISTILLS. (124)

CANALS & DOCKS (5)

COMMERCIAL, INDUST. (3,538)

A—B

C—D

E—F

G—H

I—J—K

L—M

N—O—P

Q—R—S

T—U—V

W—Y—Z

CAS (17)

INSURANCE (145)

INVESTMENT TRUSTS (434)

ELECT. LIGHTING & POWER (2)

FINANCIAL TRUSTS, ETC. (150)

UNIT TRUSTS (5)

IRON, COAL & STEEL (64)

MINES

Australian (24)

Miscellaneous (136)

Rhod. & E. African (31)

South African (137)

West African (8)

Diamond (31)

OIL (178)

PROPERTY (237)

Country and New Town Properties (10p) 52 1½
County and District Properties (10p) 119⊕ 20 1 19
Dacian Holdings (25p) xd 119⊕ 18 16
Dares Estates (20p) xd 87. 8pcLn. 117‡
Dorrington Investments (10p) 74½
Estates Property Investment (25p) xd 119⊕ ½⊕ 19
Evans of Leeds (25p) 116
Fraternal Estates (5p) 37⊕ 7 6½

Nicholas Int. 63 4
North Flinders 19
Norton Simon £12
Oil Search 7½ ¼ $US0.14½
Ovenstone 105
PPG Inds. £14¼
Pancontinental 5⊕ 30 47 52 51
Patino 980
Peko Wallsend $US7‡
Planet Resources 2⊕
Poseidon 420 10 30

RUBBER (43)

SHIPPING (78)

TEA & COFFEE (16)

TRAMWAYS & OMNIBUS

WATERWORKS (3)

SPECIAL LIST

SEPTEMBER 19 (2)

RULE 163 (1) (e

Bargains marked under Ru (1) (e) in securities fo quotation has not been g and which are not recor the Official List.

SEPTEMBER 19

Option Report—3-month Call rat

OPTION DEALING DATES

First Deal-ings	Last Deal-ings	Last Declara-tion	For Settle-ment
Sept. 11	Sept. 24	Dec. 6	Dec. 18
Sept. 25	Oct. 8	Dec. 20	Jan. 8
Oct. 9	Oct. 22	Jan. 3	Jan. 22

Interest in the Option market remained at a fairly low level. Money was given for the call of Monument Securities, F Reeves, San Paulo Ra Pontin's, Brooke Bond Bryant Holdings, ICI, B Leyland, Artagen, "Bats," Land, "Mams" and De Hotels. Bank and Comm were dealt in for the "put," double options were arrang Wadham Stringer, B Properties and Beralt Tin.

Industrials		Glaxo	30	Slater Walker	12	Mines	
		Grand Met.	10	Spillers	6	Anglo Amer.	
A.P. Cement	15	G.U.S. "A"	23	Tesco	6	Broken Hill Prop.	
Assoc. Leisure	4	Guardian	29	Thorn "A"	24	Cast	
Barclays Bank	20	G.K.N.	13	Tube Invest.	30	Charter Cons.	
Beecham	20	Hawker Sidd.	30	Unilever	23	Charterhall Fin.	
Boots Drug	17	I.C.I.	11	Utd. Drapery	10	Cons. Gold	
Bowaters	12	"Imps"	6½	Vickers	9	De Beers Def.	
B.A.T.	16	I.C.L.	11	Woolworth	7	P. S. Geduld	
British Leyland	2½	Inveresk Paper	4			Great Boulder	
British Oxygen	6	Jessel Sec.	9	Property		Hampton Areas	
Burton "A"	20	Legal & General	20	Cap Counties	11	Hampton Prop.	
Cadbury's	6	Lloyds Bank	20	Land Securities	16	Kloof	
Cannon St.	7	"Lofs"	10	Peachy	12	Lonrho	
Courtaulds	8	"Mams"	13	Star (Gt. Britain	13	Loraine	
Debenhams	10	Marks & Spencer	18	Town & City	13	Metals Explor.	
Distillers	10	Marsh (L)	9	Town & Comm.	13	Poseidon	
Dunlop	8	Midland Bank	20			Pres. Steyn	
Eldridge Stleid	6	Natl. West Bank	20	Oils		RioT. Zinc	
E.M.I.	13	P & O Dfd.	25	Brit. Petroleum	21	Welkom	
First National	7	Plessey	9	Burmah Oil	21	West Areas	
G.R.A. Trust	8	R.H.M.	6	Oilsearch	5	Western M'ng.	
Gen. Accident	15	Rank Org. "A"	36	Shell	18	Zambia Copper	
Gen. Electric	9	Reed Intl.	26	Ultramar	18		

REGIONAL MARKETS

Prices in pence and denominations of 25p unless otherwise stated

BELFAST

B'fast 6½% 'R	£68	......
Finlay Pkg (5p)	26	......
Hughes (B) (£1)	130	......
N Irish Se'tInv	40	......

IRISH EXCHANGE

Exeq. 6½% 80/85	£67.22	......
Alliance Gas £1	91	......
Conc. Prod. Ire	155	−1
Clondalkin	69½	......
Goodbody (£1)	107	......
Heiton (Hldgs)	70	......
Irish Distillers	92	......
Irish Wire Bd.	96	......
Jacob	70	+3
Smith Grp 10p	42	−2
Sunbeam	53	......
Unidare	74	......

MIDLANDS & WESTERN

Bham Post A	57½	......
Beana 10p	32½xd	......
Evans F W 10p	55	......

Evered	53	......
Pr'st & Reed 50p	235	......
Gardiner £1	67½	......
Graig Ship £1	795	−5
Hal'mSl'gh 10p	19½	......
Kleen-e-ze	55	......
Lovell's Ship £1	200	......
Pearce C. H.	125	......
Sindall (Wm)	112	......
Vincent (H)	112½	......

NORTHERN EXCHANGE

Albany Inv 20p	24½	......
Ash Spinning	55	......
Booth Chas 10p	18	......
Brady (G) 'A'	75	......
Bridg'wr Est 50p	340	......
Brt Nth'p (50p)	90	......
Bury Ring 20p	23	......
Clover Croft	54	......
Dyson R. A. 'A'	65	......
Ellen road	61	......
Eng Natl Inv Pr.	31½	......
Do. Deferred	43	......
Era Ring	42	......

Gardner (L.)	146
Hartl'y Ind 20p	32
Higsons Brew.	130
Holt Joseph 25p	125
I.O.M. Stm. £1	133
Ketton Cem £1	925
Man. Canal £1	269½
Nichols Vim	115
Nthn Gld'mth.	129½
P.M.A.	141
Peel Mill	28
Sayers Con 12½	45
Shiloh Spinn.	55
Swan Lane 52½p	36½
Taven'r Rut 20p	73
Wood (Ed.)	30½
Wo'dwrd H 12½p	43

SCOTTISH EXCHANGE

Craig & Rose £1	425
Hill (R. Wylie)	82½
Lees (JJ) 10p	34½
Richards (10p)	85

MONEY MARKET

Small assistance

Bank of England Minimum Lending Rate 11½% (since July 27, 1973)

Day-to-day credit was in short supply in uneven conditions in the London short-term money market yesterday. The authorities gave a small amount of assistance, buying Treasury bills and bank bills from the Discount houses. A substantial shortage than which appeared had been expected, but it seemed Government disbursements and revenue transfers to the Exchequer in the event, although to begin with a rough balance had been looked for on this account. A fall in the note circulation was, like the disbursements, in the market's favour, but banks had carried over a certain shortage from the previous day, gilt-edged settlements were against the market's favour, there was a net Treasury bill take-up, and the authorities held maturing bank bills, local authority bills and local authority bonds.

A rate of 10¾ per cent. was bid for secured call loans in places to start with in the Discount market, but in some quarters 9-9½ per cent. was a common range in the early part, while later balances were found at 9 per cent. to 8 per cent. or so. In the inter-bank market, overnight loans started at about 10¼-10¾ per cent., and touched 11-11½ per cent. at one stage, but ended around 5 per cent.

The three-month sterling certificate yield fell ⅛ per cent. further, to 13-12⅞ per cent., but the market buying rates for Treasury bills remained relatively high.

Rates in the table below are largely nominal.

	Sterling Certificates of deposits	Inter-bank	Local Authority deposits	Local Auth. negotiable bonds	Finance house deposits	Company deposits	Discount market deposits	Treasury bills ⊕	Bank bills ⊕	Fine trade bills ⊕
[illegible]	—	5-11½	—	—	—	—	8½-10¾	—	—	—
[illegible]	—	—	11¼-11¾	—	—	—	—	—	—	—
[illegible]	—	10½-11½	11⅝-12¼	—	—	—	10-10¾	—	—	—
[illegible]	11⅞-11⅝	11⅝-11⅞	12-12¼	12-11	12½-12⅝	—	10¾-11	[illegible]	12⅛-12¼	13 15
[illegible]	12⅝-12⅝	[illegible]	—	12½-11½	12⅞-13⅛	—	11-11¼	[illegible]	12¼	13 15
[illegible]	[illegible]	12⅞ 13	13-13¼	13⅛ 12⅞	13⅜-13½	—	11-11¼	[illegible]	12¼	13⅛ 15
[illegible]	[illegible]	[illegible]	13-13⅜	13⅛ 13	13½-13⅝	—	11-11¼	—	13 13¼	13⅛ 15
[illegible]	[illegible]	[illegible]	—	[illegible]	[illegible]	—	—	—	—	—

[illegible] finance houses seven days' notice, others seven days fixed. * Long-term local authorities mortgage [illegible] years; and 12-12¼ per cent. for five years. ⊕ Bank [illegible] month bank bills about 12¼-12⅜ per cent.; and four-[illegible] Treasury bills 10⁹⁄₁₆-10¾ per cent., for two-month [illegible] selling rate for one-month bank bills 11¾-12 per [illegible] one-month trade bills 12½-12 per cent., two month [illegible]

[illegible] 12 per cent. from September 1. Clearing Bank [illegible] Rates for lending 11 per cent.

[illegible] April-June quarter if withdrawn within that quarter. [illegible] rate of 7.33 per cent. for deposits withdrawn within [illegible] the quarter (by averaging the Treasury bill rate [illegible]

"HIGHS" AND "LOWS" FOR 1973

[illegible]

HIGHS (13)

[illegible]

LOWS (34)

[illegible]

RISES AND FALLS YESTERDAY

	Up	Down	Same
British Funds	[illegible]	[illegible]	[illegible]
Corps. Dom. and Foreign Bonds	[illegible]	[illegible]	[illegible]
Industrials	[illegible]	[illegible]	1,176
Financial and Prop.	[illegible]	[illegible]	[illegible]
Oils	[illegible]	[illegible]	[illegible]
Plantations	[illegible]	[illegible]	[illegible]
Mines	[illegible]	[illegible]	[illegible]
Recent Issues	[illegible]	[illegible]	[illegible]
Totals	[illegible]	[illegible]	1,[illegible]

LEADERS AND LAGGARDS

[illegible]

ACTIVE STOCKS

[illegible]

SHARE INFORMATION SERVICE: NOTES

[illegible]

BANK BASE RATES

Allied Irish Banks Ltd.	11 %
Anglo-Eastern Bank ...	11½%
Anglo-Portuguese Bank	11 %
Banco de Bilbao	11 %
Bank of Cyprus	‡11½%
■ Wm. Brandt's	11 %
Brit. Bk. of Commerce	12 %
Brit. Bank of Mid. East	11 %
■ Brown Shipley	11½%
Cedar Holdings	11 %
■ Charterhouse Japhet ...	11 %
Choulartons	11 %
C. E. Coates	11½%
Consolidated Credits ...	11 %
Co-operative Bank	*11 %
Corinthian Securities	11 %
Credit Lyonnais	11 %
G. R. Dawes	11 %
Dawnay Day	11½%
Duboff Brothers	11 %
Dunbar & Co. Ltd. ...	11½%
Duncan Lawrie	11 %
English Transcont. ...	11 %
First Maryland	12 %
FNFC	11½%
■ Antony Gibbs	11½%
Gresham Trust	11½%
Greyhound Guaranty	11 %
■ Guinness Mahon	11 %
■ Hambros Bank	11 %
Hawtin & Partners ...	11 %
■ Hill Samuel	§11 %
C. Hoare & Co.	†11 %
Julian S. Hodge	11½%
Italian International ...	11½%
Jacobs, Kroll	11½%
Keyser Ullmann	11 %
Kinghurst Securities ...	11½%
London & County Sec.	11½%
London Mercantile ...	11½%
■ Samuel Montagu	11 %
Moorgate Mercantile ...	11 %
■ Morgan Grenfell	11 %
Morris Wigram Ltd. ...	11½%
Northern Comm. Tst.	12 %
Portman Guaranty ...	12 %
■ Rea Brothers	11½%
P. S. Refson & Co. ...	11 %
■ N. M. Rothschild	11 %
St. Mary Axe Finance	11½%
E. S. Schwab	11 %
Security Tst. Co. Bhm.	11½%
Standard Guarantee ...	11½%
Sterling Credit	11½%
Sterling Industrial Sec.	11½%
Swiss-Israel Trade Bk.	11 %
Twentieth Century Bk.	11 %
Wallace Bros. Sassoon	11½%
Whiteaway Laidlaw ...	11 %
G. T. Whyte	11 %
Wintrust	12 %

■ Members of the Accepting Houses Committee.
* 7-day deposits 9½%; 1-month 9¾% £10,000 and over, 9½% below.
† 7-day deposits—£10,000 and under 9½%; up to £25,000 9¾%; over £25,000 10%.
§ Demand Deposits 10%. £10,000 and over, 9½% under £10,000.
‡ Linked to M.L.R.

ERRATA

British Electricity 3½pcGtd.Stk. (1976-79) should not have been marked 70⁹⁄₁₆ (14/9)

New Throgmorton Trust Warrants to Purchase £1 Cap.Ln.Stk. 1910 should have been to the Cap.Ln.Stk. (17/9)

Fraternal Estates Ord. 35¹¹⁄₁₆ should have been 35¼ (14/9)

Scottish and Newcastle Brews Ord. should have read 81 2 ½ 3: 80 ½ 1½ (14/9)

Trafford Carpets (Hldgs.) Ord. 83⊕ 2: should have been to Trafalgar House Invests. 10¼pc Uns.Ln.Stk. 2001-06 (14/9)

Majedie Investments 50 should have been to Malakoff Rubber Estates (17/9)

Marley 6¼pcCum.Pf. 61⊕ should have been 51⊕ (18/9) "See Quotation Errata"

Marley Ord. 24½⊕ 3½⊕ etc. should have been 94½⊕ 3½⊕ etc. (18/9)

Property Reversionary Invest. Crpn. Ord. should not have been marked 250⊕ 16 (18/9)

Lex Service Group Ord. 79 should have been 75 (18/9)

Derby Trust Income Shs. 152⊕ should have been to the Cap.Shs. (18/9)

English and New York Trust Ord. should not have been marked 59 (18/9)

5½pc Funding Stk. 1982-84 70¹⁵⁄₁₆ should have been 70¹¹⁄₁₆ (18/9)

3pc Savings Bds. 1965-75 (Reg.) should not have been marked 89¹¹⁄₃₂ (18.9)

3pc Treasury Stk. 1979 should not have been marked 70⁷⁄₁₆ (18/9)

3½pc Treasury Stk. 1973 (Reg.) should not have been marked 96⊕ (18/9)

Reynolds (W. J.) Ord. 13½ should be 13½

CORAL INDEX
Close 416-421

PUBLIC NOTICES

SOUTHEND-ON-SEA CORPORATION BILLS
Issued 19th September £200,000 Southend-on-Sea Corporation Bills due 28th October, 1973 placed at 11⅞%. Bills in issue total £1,700,000.

LOCAL AUTHORITY BILLS
The following bills were raised on 19th September 1973, to mature on 19th December 1973 at 11⅞%.
DUNDEE CORPORATION £1,000,000 Bills issued. Applications totalled £6,500,000 and there are £2,000,000 Bills outstanding.
FIFE COUNTY COUNCIL £2,000,000 Bills issued. Applications totalled £2,000,000 and there are £2,000,000 Bills outstanding.

Property trust for Europe

BY PETER RIDDELL, PROPERTY CORRESPONDENT

GROWING INSTITUTIONAL interest in property investment on the Continent has been underlined again with the formation of PanEuropean Property Unit Trust to allow tax-exempt U.K. pension funds to invest directly in European property on a co-operative basis.

The trust has been set up under the auspices of Samuel Montagu and Co., which will act as banker and financial adviser, and has the backing of several leading public and private-sector pension funds. It is hoped that between £5m. and £10m. will be attracted initially.

Its formation follows less than a fortnight after the announcement of a similar European Property Unit Trust by Singer and Friedlander, merchant bankers, also with the support of leading pension funds.

High yields

Pension funds are attracted to Continental property by the high level of yields overseas compared with the U.K., although the gap has narrowed over the past year, and by the apparently good growth prospects in certain centres.

Some of the largest funds, which are investing on the Continent independently, like to have part of their money in Property Unit Trusts. An example is the National Coal Board Pension Fund, which has been operating directly in France. The NCB investment manager, Mr. Hugh Jenkins, is the chairman of the management committee of PanEuropean.

The other members of the management committee are Mr. Arthur Brooking of British Rail Pension Fund, Mr. John Martin of British Steel Pension Fund, Mr. Frank Knowles of Town and City Properties and Mr. John Baden of Samuel Montagu.

Their committee has appointed Jones Lang Wootton through its offices in Brussels, Frankfurt, Amsterdam and Rotterdam, and Weatherall Green and Smith through its Paris office as consultant surveyors and managing agents.

Richard Ellis through its offices in Brussels, Frankfurt and Amsterdam, and Jones Lang Wootton through its Paris office have been appointed independent valuers.

The trust is an unauthorised unit trust, and is not subject to corporation or capital gains tax in the U.K.

Issues will be made on January 1, April 1 and October 1 each year.

The initial issue will be on October 1 at £25,000 a unit. Funds will be able to subscribe for fully paid units or for partly paid units, for which only 50 per cent. of the issue price will be paid on application with the balance payable on a later date if the management committee considers it necessary.

'Wood and rubber sold to Ford as quality scrap'

A SPOT CHECK on bales of "good quality" metal being delivered to the foundry at Ford's Dagenham car plant revealed rubber, wood and non-ferrous metal hidden inside, an Old Bailey jury heard yesterday.

Mr. Brian Watling was continuing the prosecution's case against 21 men on various charges of conspiring to steal or defraud the Ford Motor Company. Six have admitted being concerned in a plot to defraud and 15 others have pleaded not guilty.

Mr. Watling had earlier told the jury that after being "virtually cleaned out" of raw material by three metal swindles Ford started buying good-quality scrap from outside sources.

This had led to the company's quality control staff being bribed by scrap dealers to accept delivery of metal inferior to that for which Ford paid.

The "fiddle" relating to the acceptance of sub-standard metal involved Mr. Thomas Hole, 46, a quality control inspector, of Crouch Valley, Cranham, Essex; his assistant, Mr. Harry Faulkner, 65, of Grosvenor Gardens, Dagenham, and two scrap dealers, Mr Royston Searle, 29, of Goodmayes Lane, Goodmayes, Essex, and Mr. Charles Flanagan, 38, of Main Road, West Kingsdown, Kent.

Drivers employed by either Mr. Searle or Mr. Flanagan paid the quality controllers £2 or £3 for each delivery. One driver, who would give evidence for the prosecution, said he made five to ten deliveries a week for eight months, and might have paid Mr. Hole as much as £20 a week. The driver believed the money was for a drink.

Mr. Searle was alleged to have told police the money was to save being "messed around for hours" and having his load rejected even though it was of good quality.

Mr. Watling observed: "He was saying he was being blackmailed. The prosecution says this money was not for a drink but it was to get sub-standard material accepted at the quality control by Hole and Faulkner."

Dealing with an "enhanced weight" fiddle at the weighbridge, Mr. Watling stated that when heavy loads of sand were delivered, duplicate tickets were printed and the second ticket used dishonestly to record deliveries of scrap from dealers "in" on the fiddle.

Another variation was a dishonest adjustment of a screw on the weighbridge, which could increase or decrease the recorded weight by three to four tons.

Mr. Faulkner changed his plea to guilty to defrauding Ford. This charge related to the weighbridge "fiddle." The prosecution did not proceed with a second fraud charge against him relating to the acceptance of sub-standard metal for a bribe, to which he had pleaded not guilty.

The trial continues to-day.

F.T.—ACTUARIES SHARE INDICES

These indices are the joint compilation of The Financial Times, The Institute of Actuaries and The Faculty of Actuaries.

EQUITY GROUPS — GROUPS & SUB-SECTIONS (Figures in parentheses show number of stocks per section.) — Wednesday, September 19, 1973

	Groups & Sub-sections	Index No.	Day's Change %	Est. Earnings yield % (full)	Gross Div. yield %	Est. P/E Ratio (net)	Est. P/E Ratio (nil)	Tues. Sept. 18 Index No.	Mon. Sept. 17 Index No.	Friday Sept. 14 Index No.	Thurs. Sept. 13 Index No.	Year ago (approx) Index No.	1973 High	1973 Low	Since Compilation High	Since Compilation Low
1	CAPITAL GOODS (185)	159.36	−1.7	10.84	4.40	12.77	12.75	162.10	159.09	157.78	155.64	175.11	186.03 (17/1)	153.79 (6/9)	206.57 (4/5/72)	82.82 (25/6/62)
2	Building Materials (29)	162.93	−1.1	12.33	4.41	11.11	11.11	164.82	163.22	160.74	158.53	187.76	196.69 (2/1)	157.90 (12/9)	233.84 (2/5/72)	86.01 (25/6/62)
3	Contracting, Construction (22)	278.00	−1.0	11.48	2.99	12.29	12.25	278.67	276.10	271.82	269.87	340.57	348.47 (17/1)	263.95 (5/3)	389.35 (19/5/72)	84.39 (27/6/62)
4	Electricals (17)	279.81	−4.5	10.42	3.67	13.12	13.12	293.02	279.80	280.84	272.40	285.54	307.90 (9/1)	258.46 (4/9)	350.04 (4/5/72)	84.71 (25/6/62)
5	Engineering (Heavy) (15)	177.07	−0.8	11.56	4.38	11.43	11.43	178.55	177.05	175.31	173.73	168.16	202.57 (8/6)	163.41 (5/3)	202.57 (8/6/73)	151.45 (28/9/72)
6	Engineering (General) (65)	132.12	−0.8	10.58	5.31	13.19	13.20	133.17	131.50	130.24	129.50	148.59	158.64 (2/1)	128.16 (11/9)	168.59 (4/5/72)	128.16 (11/9/73)
7	Machine and Other Tools (13)	57.31	+0.2	4.95	6.84	35.26	32.40	57.17	56.70	56.45	56.45	61.26	67.88 (8/6)	56.15 (5/9)	136.70 (4/7/68)	43.86 (6/3/71)
8	Miscellaneous (24)	144.86	−0.2	9.52	4.29	14.71	14.66	145.08	144.12	142.69	142.04	155.18	173.76 (11/1)	141.59 (12/9)	177.41 (27/4/72)	69.01 (6/11/66)
9	CONSUMER GOODS (DURABLE) (59)	167.84	−1.0	11.48	3.68	12.09	12.05	169.50	167.93	167.39	166.86	198.17	210.88 (11/1)	163.78 (6/9)	227.78 (21/4/72)	79.16 (25/6/62)
10	Lt. Electronics, Radio TV (14)	200.80	−1.5	9.06	2.25	15.38	15.30	203.36	201.46	200.35	197.80	229.05	251.93 (11/1)	187.21 (11/6)	267.41 (19/5/72)	71.10 (18/1/66)
11	Household Goods (16)	203.99	+0.2	14.03	4.09	9.84	9.79	203.53	202.41	201.23	200.92	229.03	237.99 (2/1)	198.60 (5/9)	263.22 (4/5/72)	86.66 (26/6/62)
12	Motors and Distributors (29)	94.38	−1.2	14.02	5.62	9.87	9.87	95.52	94.55	94.48	96.55	119.28	122.75 (17/1)	93.52 (6/9)	170.59 (15/1/69)	75.92 (24/10/62)
13	CONSUMER GOODS (NON-DURABLE) (170)	170.18	−0.6	9.99	4.27	13.82	13.70	171.21	169.21	167.68	166.54	204.70	212.13 (2/1)	163.45 (5/9)	226.08 (15/8/72)	83.71 (6/11/66)
14	Breweries (16)	195.87	−1.2	10.12	4.44	14.13	14.13	198.19	196.60	194.70	192.92	252.18	265.23 (2/1)	187.61 (27/7)	281.87 (28/11/72)	80.30 (30/6/66)
15	Wines and Spirits (8)	191.60	−2.7	9.58	4.41	14.75	14.75	196.93	190.59	188.99	187.40	210.76	216.12 (11/1)	174.44 (11/7)	257.40 (13/7/72)	118.78 (15/6/70)
16	Entertainment, Catering (16)	219.83	−0.4	10.37	4.64	13.19	13.16	220.74	216.17	212.34	209.40	282.43	323.23 (19/7)	204.05 (6/9)	329.99 (12/12/72)	30.11 (23/7/62)
17	Food Manufacturing (24)	151.14	−0.7	11.13	4.39	12.32	12.32	152.26	151.55	149.64	148.48	184.75	187.87 (2/1)	146.91 (5/9)	211.65 (1/5/72)	95.98 (15/6/70)
18	Food Retailing (18)	158.54	−0.6	8.11	3.04	17.62	17.62	159.64	157.77	156.10	155.25	203.38	217.48 (2/1)	151.08 (27/7)	235.08 (15/8/72)	94.62 (26/5/70)
19	Newspapers, Publishing (16)	223.27	+0.5	11.45	3.93	12.41	12.41	222.19	222.82	220.30	216.23	256.21	260.29 (18/1)	215.08 (12/9)	260.29 (18/1/73)	81.74 (5/5/62)
20	Packaging and Paper (15)	100.89	−0.2	11.26	5.39	12.16	12.15	101.13	98.95	97.38	96.64	121.15	126.47 (2/1)	95.32 (12/9)	135.69 (28/4/72)	87.91 (25/6/62)
21	Stores (28)	157.33	−0.1	8.33	3.47	17.15	17.16	157.44	156.19	154.54	153.58	183.36	186.50 (2/1)	148.34 (9/3)	204.39 (16/6/72)	72.74 (8/11/66)
22	Textiles (20)	168.18	−0.3	13.54	5.49	8.70	8.12	168.71	167.46	164.43	165.60	210.58	213.80 (2/1)	161.55 (6/9)	255.72 (17/9/68)	89.90 (20/7/62)
23	Tobacco (3)	245.31	−0.9	11.61	5.41	12.06	12.04	247.55	242.95	247.23	246.09	281.48	289.66 (2/1)	236.48 (6/9)	339.16 (2/8/72)	94.54 (13/6/62)
24	Toys and Games (6)	65.55	−0.3	11.92	3.36	11.70	11.70	65.73	66.28	65.61	65.30	69.11	80.79 (15/1)	61.76 (24/8)	135.72 (16/1/70)	44.90 (9/8/71)
	OTHER GROUPS															
25	Chemicals (22)	158.59	−1.2	8.37	4.57	16.52	16.49	160.57	161.31	158.05	158.34	185.86	191.47 (17/1)	155.24 (4/9)	201.92 (31/1/69)	93.29 (25/6/62)
26	Office Equipment (10)	179.51	−1.8	5.70	2.37	23.14	23.14	182.57	180.81	181.75	180.00	226.53	227.62 (9/1)	163.93 (21/5)	246.06 (1/9/72)	109.12 (26/5/70)
27	Shipping (10)	456.60	+1.1	8.32	3.84	14.27	12.83	451.54	446.86	440.86	454.22	466.95	515.97 (18/1)	420.07 (6/8)	517.00 (5/12/72)	90.80 (29/6/62)
28	Miscellaneous (41)	195.84	−0.5	9.66	3.93	14.56	14.54	196.78	195.06	193.56	190.62	252.61	242.39 (17/1)	188.32 (6/9)	258.83 (2/5/72)	76.52 (6/11/66)
29	INDUSTRIAL GROUP (497)	170.58	−0.8	9.95	4.18	13.88	13.76	172.21	170.25	168.74	167.29	199.28	207.00 (2/1)	164.67 (5/9)	220.17 (1/5/72)	180.61 (2/3/71)
30	Oil (3)	267.22	−0.5	5.54	4.61	23.51	17.75	268.45	266.06	264.60	264.66	296.13	328.39 (15/1)	264.25 (4/9)	431.66 (29/5/68)	87.23 (29/5/62)
31	500 SHARE INDEX	179.00	−0.9	9.40	4.25	14.61	14.17	180.60	178.61	177.09	175.76	207.76	217.40 (10/1)	173.51 (5/9)	227.95 (16/8/72)	64.86 (26/6/62)
32	FINANCIAL GROUP (101)	180.56	−0.3	—	3.39	—	—	181.10	179.17	178.86	176.89	209.55	230.42 (9/1)	173.06 (6/9)	241.41 (21/4/72)	69.83 (30/6/65)
33	Banks (6)	193.42	—	13.87	3.25	10.19	10.19	193.36	192.10	194.86	194.99	254.95	269.62 (9/1)	189.81 (6/9)	288.32 (20/7/71)	69.25 (16/6/64)
34	Discount Houses (8)	169.57	−0.4	—	6.91	—	—	170.31	170.40	167.57	167.37	230.10	258.57 (23/6)	167.32 (7/9)	293.13 (2/5/72)	87.66 (12/6/62)
35	Hire Purchase (5)	306.61	−0.6	11.17	4.11	12.71	12.71	308.41	307.66	306.66	298.48	367.68	374.92 (9/1)	288.85 (7/9)	433.72 (4/5/72)	80.02 (3/9/66)
36	Insurance (Life) (9)	139.30	−0.2	—	3.87	—	—	139.58	137.27	133.40	132.49	174.01	186.26 (8/1)	128.52 (6/9)	194.46 (15/3/72)	61.35 (30/6/62)
37	Insurance (Composite) (8)	112.21	−0.9	—	4.55	—	—	113.21	110.96	109.40	108.60	137.47	141.37 (9/1)	102.16 (6/9)	155.76 (21/4/72)	54.40 (16/5/65)
38	Insurance (Brokers) (8)	204.89	−0.9	7.77	3.89	18.20	18.20	206.66	201.51	197.67	196.31	222.85	249.06 (2/1)	190.98 (28/8)	262.37 (12/12/72)	82.59 (24/7/69)
39	Merchant Banks (18)	191.07	+0.1	—	2.89	—	—	190.97	189.34	187.19	186.70	211.48	253.12 (9/1)	184.86 (6/9)	278.57 (1/5/72)	50.47 (15/7/65)
40	Property (29)	282.94	−0.2	3.56	2.18	36.96	36.28	285.61	282.13	281.91	280.75	276.51	310.44 (2/1)	222.53 (2/3)	324.28 (26/4/72)	56.01 (20/4/65)
41	Miscellaneous (10)	187.28	−0.2	9.95	4.66	14.25	14.25	187.69	185.91	180.74	181.85	241.08	261.14 (17/1)	174.94 (6/9)	303.13 (18/5/72)	120.06 (31/12/70)
42	Investment Trust Group (50)	175.28	−0.2	3.27	3.29	30.59	30.56	175.66	173.59	172.42	172.10	212.84	226.13 (19/1)	171.91 (12/9)	245.79 (25/4/72)	80.84 (26/6/62)
43	ALL-SHARE INDEX (651)	177.92	−0.7	—	4.00	—	—	179.21	177.24	175.88	174.61	206.81	219.02 (10/1)	172.39 (6/9)	228.18 (1/5/72)	83.72 (26/6/62)
	COMMODITY GROUPS (Not included in 500 or All-Share indices)															
44	Rubbers (10)	435.10	+0.7	5.00	4.57	26.62	21.51	432.14	427.00	426.26	427.17	327.11	555.37 (23/7)	415.62 (22/1)	555.37 (23/7/73)	84.68 (25/8/65)
45	Teas (10)	104.20	—	3.15	8.45	49.34	37.21	104.20	104.44	104.64	104.64	100.71	120.92 (16/1)	104.20 (18/9)	121.47 (1/6/72)	59.96 (14/11/66)
46	Coppers (4)	375.92	−4.3	26.35	10.70	3.79	3.79	392.83	398.09	389.64	381.24	402.30	567.78 (13/7)	350.66 (5/9)	567.78 (13/7/73)	94.08 (29/4/62)
47	Mining Finance (11)	102.37	−2.2	5.61	3.00	19.16	18.99	104.68	103.00	101.56	101.05	120.77	127.69 (26/7)	99.59 (12/9)	175.90 (28/4/69)	70.93 (2/11/71)
48	Tins (8)	90.85	+0.6	7.85	7.05	17.17	13.49	90.30	89.74	87.35	87.23	97.46	125.34 (12/1)	85.67 (12/9)	125.34 (12/1/73)	54.83 (27/5/71)

	FIXED INTEREST	Wed., Sept. 19 Index No.	Wed., Sept. 19 Yield %	Tuesday Sept. 18	Monday Sept. 17	Friday Sept. 14	Thurs. Sept. 13	Wed. Sept. 12	Tuesday Sept. 11	Monday Sept. 10	Year ago (approx.)	1973 High	1973 Low	Since Compilation High	Since Compilation Low
1	Consols 2½% yield	—	11.57	11.57	11.63	11.49	11.75	11.68	11.67	11.67	9.67	—	—	—	—
2	20-yr. Govt. Stocks (6)	61.51	‡10.70	61.53	61.37	61.27	61.00	61.27	61.45	61.46	74.04	74.22 (23/1)	61.00 (13/9)	115.42 (11/9/55)	61.00 (13/9/73)
3	20-yr. Red. Deb. & Loans (15)	60.47	‡12.28	60.47	60.54	60.76	60.77	60.77	60.84	60.99	71.02	72.05 (22/2)	60.34 (17/9)	113.43 (22/10/63)	60.34 (17/9/73)
4	Investment Trusts Prefs. (15)	53.23	12.45	53.23	52.89	52.93	52.93	52.81	52.81	52.86	74.46	69.76 (15/1)	52.81 (11/9)	114.41 (13/9/63)	52.81 (11/9/73)
5	Coml. and Indl. Prefs. (20)	67.45	11.55	67.40	66.90	67.10	67.17	67.31	67.25	67.23	73.53	77.33 (3/1)	66.90 (17/9)	114.41 (7/10/63)	66.90 (17/9/73)

Section or Group	Base Date	Base Value	Section or Group	Base Date	Base Value
Engineering (Heavy)	31/12/71	153.84	Office Equipment	16/1/70	162.74
Engineering (General)	31/12/71	153.84	Industrial Group	31/12/70	128.06
Food Manufacturing	29/12/67	114.13	Miscellaneous Financial	31/12/70	128.06
Food Retailing	29/12/67	114.13	All Other	10/4/62	100.00
Insurance Brokers	29/12/67	96.67			
Mining Finance	29/12/67	100.00			
Wines and Spirits	16/1/70	144.76			
Toys and Games	16/1/70	135.72			

‡ Redemption yield. F.T.-Actuaries indices are calculated by Extel-Communications Limited (a member of the Exchange Telegraph Group) on an IBM 370 computer.

A list of the constituents of the F.T.-Actuaries Share Indices is now available from the Publishers, the Financial Times, Bracken House, Cannon Street, London, EC4P 4BY, price 13p. By inland post 16p. Commonwealth 18p. Foreign 22p.

CONSTITUENT CHANGE: Shipton Automation has been replaced by Office Electronics Machines Limited (Office Equipment).

INSURANCE, PROPERTY, BONDS

§ Yield %

Abbey Life Assurance Co. Ltd.
1-3, St. Paul's Churchyard, E.C.4. [illegible]
Abbey Eq. Aug. 30 30.0 31.6
do.Acc UnitAug30 22.8 24.0
do.Abbey PrSept5 152.3 160.4
do.Acc UnitSept.5 134.6 141.7
do.Pen UnitSept.5 138.0 145.3
Selective IntlAug30 67.7 71.3
do.Pen UnitAug30 59.1 62.3

Ebor Phoenix Assurance
4 Gt. St. Helen's, London, EC3. 01-588 1717
Assured Bd Sept3 50.9
End'wments Ag21 55.1

Fidelity Life Assurance Ltd.
Fidelity House, Corporation Street, High Wycombe. Tel. HW 35821.
American Gth Fd 37.5 39.5
Flexible Fund ... 20.4 21.5
Trust of Trusts ... 48.15 50.88

Life & Equity Assurance
Northcliffe House, Colston Ave., Bristol. BS1 4XB 0272 297291
Sel Inv Sept. 19 40.0 42.5 −2.0
Sel En Sept. 19 56.5 60.0

Life Assur. Co. of Pennsylvania
39-42, New Bond St., NW1Y 0RQ. 01-493 [illegible]
ACOP Units 922 968

Lloyd's Life Assurance Ltd.
12, Leadenhall St., EC3M 7LS. 01-623 [illegible]

Royal Insurance Group
1, North John St., Liverpool. 051-236 [illegible]
Royal Shield Fnd 103.8 108.9 +0.8

Save and Prosper Group
4, Gt. St. Helen's, London, E.C.3. [illegible]
Bal'ncedInv Bd... 96.0 101.1 +0.2
Equity Bonds ..... 85.8 90.2 +0.4
Equity Pension Fd 96.3 101.4 −0.6
Mini Bonds ..... 24.3 25.7 +0.4
Property Fds ... 117.1 123.3

[illegible]

F.T. SHARE INFORMATION SERVICE

BRITISH FUNDS

1973 High	Low	Stock	Price £	+ or –	Yield Int.	Red.
"Shorts" (Lives up to Five Years)						
99 3/16	97½	Treasury 5½pc 1973	98 11/32	+1/32	5.32	11.10
98 5/16	95¼	Conv 5¼pc 1974	96⅛	.....	5.46	10.80
98⅛	95⅜	Treasury 5½pc 1974	95 13/16	.....	5.74	10.12
99⅞	95⅝	Treasury 6¾pc 1974	96 1/16	–1/16	7.03	10.20
97 11/16	93⅝	Treasury 6pc 1975	94 13/16	.....	6.33	10.11
99 15/16	94 11/16	Treasury 8pc 1975	95¾	–1/16	8.35	10.87
92⅜	88 1/16	Savings 3pc '65-75	89 15/16	–1/16	3.33	8.85
95	90	Exch 6½pc 1976	90¼	–1/16	7.20	11.17
95¼	89	Treasury 6½pc 1976	89¼	–1/16	7.28	10.91
98½	96	Victory 4pc 1976	96½	.....	4.14	6.54
91 29/32	85 1/16	Treasury 6¼pc 1977	86½	–1/16	7.20	10.95
87	82¾	Electric 3pc '74-77	83½	.....	3.61	8.72
85¼	80½	Transport 4pc '72-77	81⅛	.....	4.93	9.49
101 1/16	90⅞	Treasury 9pc 1978	92 1/12	–⅛	9.77	11.31
Five to Fifteen Years						
86⅞	77¼	Exchequer 5pc '76-78	78⅜xd	.....	6.37	10.65
75½	69¼	Treasury 3pc 1979	70	.....	4.28	9.73
81⅝	71⅞	Electric 4¼pc '74-79	72⅞xd	.....	5.82	10.41
77⅝	70⅝	Do. 3½pc '76-79	71⅝	.....	4.97	10.06
100 3/16	89⅜	Treasury 9pc 1980	90⅛	.....	10.03	11.29
75⅞	68⅛	Treasury 3½pc '77-80	69⅛	.....	5.13	10.12
83¼	74¼	Funding 5¼pc '78-80	75⅛	.....	7.12	10.83
75¼	65¾	Treasury 3½pc '79-81	66⅝	.....	5.28	10.06
97¼	85⅛	Do 8½pc '80-82	85⅝	.....	9.99	11.30
90⅝	70¼	Funding 5½pc '82-84	71	.....	7.86	10.27
95½	82⅞	Treasury 8½pc '84-86	83½	.....	10.38	11.20
81⅝	70⅜	Funding 6½pc '85-87	71	.....	9.49	11.02
87¼	75	Treasury 7¾pc '85-88	75⅝	.....	10.41	11.40
54⅞	46⅞	Transport 3pc '78-88	47⅜	.....	6.42	9.96
Over Fifteen Years						
68⅞	55¾	Treasury 5pc '86-89	56¾xd	.....	8.83	10.72

INTERNATIONAL BANK

CORPORATION LOANS

COMMONWEALTH & AFRICAN LOANS

PUBLIC BOARD AND OTHER LOANS

FOREIGN BONDS & RAILS

U.S. $ DM Prices exclude inv. $ premium

AMERICANS

S.E. List Premium 21½% (based on $2.4175 per £)

CANADIANS

1973 High	Low	Stock	Price	+ or –	Gross Div.	Cvr	Yld
11½	735p	Massey Ferg. $	11⅛	.....	30c	—	1.1
22¾	11 1/16	Pacific Pet. $1	14⅛	–⅜	50c	—	1.4
11	510p	Peoples Dept. $	570p	–10	10c	—	0.7
42p	22p	Place Gas $1	29½p	–½	—	—	—
15⅝	950p	Rio Algom	13	+⅛	40c	—	1.2
19¾	14 3/16	Royal Bk. Can. $2	17¾	.....	$1.64	†—	2.4
18½	13½	Tor. Dom. Bk. $1	16⅝	+⅛	$1.04	†—	2.6
23¾	13½	Trans Can Pipe $1	14⅝	–¼	$1	—	2.8
700p	540p	White Pass	540pxd	–10	35c	—	2.6

S.E. List Premium 21⅛% (based on $2.4424 per £)

"Recent issues" and "Rights" Page 26

This service is available to every Company dealt in on Stock Exchanges throughout the United Kingdom for a fee of £250 per annum for each security.

For Notes, see page 41

BANKS AND HIRE PURCHASE

Hire Purchase etc.

BEERS, WINES AND SPIRITS

BUILDING INDUSTRY, TIMBER & ROADS

BUILDING INDUSTRY—Continued

CHEMICALS, PLASTICS, ETC.

CINEMAS, THEATRES AND TV

DRAPERY AND STORES

DRAPERY AND STORES—Continued

ELECTRICAL AND RADIO

ENGINEERING AND METAL

ENGINEERING AND METAL—Cont.

FOOD, GROCERIES, ETC.

HOTELS AND CATERERS

HOTELS—Continued

INDUSTRIALS—(Miscell.)

INDUSTRIALS—Continued

INDUSTRIALS—Continued

INSURANCE

MACHINE TOOLS

MOTORS, AIRCRAFT TRADES

Motors and Cycles

Commercial Vehicles

Components

Garages and Distributors

NEWSPAPERS, PUBLISHERS

PAPER, PRINTING, ADVERTISING

PROPERTY

PROPERTY—Continued

SHIPBUILDERS, REPAIRERS

SHIPPING

SHOES AND LEATHER

SOUTH AFRICANS

TEXTILES

TEXTILES—Continued

TOBACCOS

TRUSTS, FINANCE, LAND

Investment Trusts

TRUSTS—Continued

Finance, Land, etc.

OILS

RUBBERS AND SISAL

1973 High	1973 Low	Stock	Price	+ or −	Net Div.	Cvr	Y'ld pc.
41	30½	Anglo-Indo'n'sn	30½	.....	—	—	—
57	29	Bertam Con. 10p	37	+1	12.9	0.9	5.0
64	52	Bradwall 10p	73	...	14.7	0.8	2.9
56	25	Bukit Mert. 10p	47	+1	Q10	1.8	2.1
114	78	Castlefield 10p	85	+3	Q15	1.5	1.8
85	66	Chersonese 10p	79		28	0.7	5.1
77½	45	Cons. Plants 10p	55½xd	+1	Q16.6	ϕ	3.0
29	20	Doa. Plant 10p	25	...	ϕ8	—	—
40	17	Gadek 10p	29	..	8¾	0.6	3.2
67	59½	Golden Hope 10p	62	+1	Q35	1.2	5.5
7½	4¼	Grand Central 10p	6	+½	Q25	—	11.9
445	342	Guthrie Corp. £1	380		12.9	1.3	4.8
129	82	Highlands 10p	103½	+½	25.7	0.5	3.6
178	85	Kuala Kepong 10p	140	.....	Q25	1.8	1.8
*41	25	Kulim 10p	32	.....	11.9	0.8	5.7
60½	41	Ldn. Asiatic 10p	41½	+½	b17.5	1.2	6.0
50	30½	Ldn.S m'tra 10p	31½	+½	10.3	1.5	4.7
83	36	Malakoff 10p	50	...	Q12½	1.9	2.5
23	15	Malayalam 10p	15½	.....	10½	ϕ	10.0
60	36	Muar River 10p	49		Q15	1.5	3.1
56	37	Padang 10p	37½	+½	b16.3	1.1	5.9
67	44	Plantat'n Hes. 10p	51	.....	Q21	1.4	4.1
£11½	675	Sungie Krian £1	900	.....	Q40	1.1	4.4
*34	17½	Taiping 10p	27½		Qb8	1.6	2.9
68	24½	Warren Rub. 10p	63#	.....	Q25	0.7	0.8

TEAS

India and Bangladesh

1973 High	1973 Low	Stock	Price	+ or −	Net Div.	Cvr	Y'ld pc.
52	44	Assam & Afr. £1	44	.....	Q4	1.7	9.1
100	80	Assam Dooars £1	80	.....	Q7½	2.3	ϕ
110	70	Assam Fron'r £1	70	.....	Q5	11.6	11.4
108	75	British Indian £1	76	.....	Q6	1.5	7.9
150	135	Cossnock £1	160	.....	—	—	—
238	170	Cons. Tea & Land £1	175	...	0.7	—	0.6
145	78	Darjeeling Co. £1	80	.....	3.5	0.9	6.2
98	75	Jokai £1	75	...	Q8	1.1	10.7
160	100	Jorehaut £1	134	...	3½	1.2	3.7
134	69	Longbourne £1	93xd	.....	†2.1	ϕ	3.2
132	90	McLeod Russel £1	102	.....	Q45	—	4.9

Sri Lanka

Africa

MINES—CENTRAL RAND

EASTERN RAND

FAR WEST RAND

O.F.S.

FINANCE

DIAMOND AND PLATINUM

CENTRAL AFRICAN

AUSTRALIANS

TINS

COPPER

MISCELLANEOUS

THE LEX COLUMN

Index fell 5.6 to 420.3

Implied promise in the P & O package

Much of what we heard from P & O yesterday merely confirms, or amplifies what the analysts were thinking already. A forecast of 1972-73 profits substantially ahead of the *earlier £20m. plus target ties in* with outside estimates of £25m. and upwards. The increase in borrowing powers, taking them initially from £214m. to £442m., follows on the acquisition of half of Zapata Naess (for £43m.) which left borrowings just £20m. short of the earlier limit; and an implied property revaluation surplus of up to £100m., helping the borrowing limit up further to about £650m., compares with an estimate of around £85m. a year ago.

However, the Board's willingness to pay a doubled dividend of 24p a share (the gross effective rate on capital prior to a proposed one-for-one scrip) was enough to take the shares up 16p to 320p yesterday. The implication is that P & O, whether or not the Government lets it pay that much, would not forecast it if there was reason to expect a cut in 1973-74; and that, since the gross cost in close on £15m., the group is not expecting 1973-74 profits to decline from their 1972-73 level. Even if rates are peaking at the moment—P & O's *own talk of selling ships* "at the top of the market" implies as much—the year beginning next month will still see rates initially higher than the 1972-73 average. Probably a lot more important, P & O's limited *exposure to the spot market, in* favour of period charters, offers built-in protection while the Board is deciding where it goes next.

Two Composites

Unchanged underwriting profits this year is the message of the Eagle Star interim. That might leave £3½m. to come through to pre-tax (£15.3m. in 1972) from life revaluation and investment income—for net earnings of perhaps 12p a share. A recently buoyant share price lost 4p yesterday to 164p. From Phoenix, however, a £¾m. jump to £1¾m. in half-time underwriting profits seems to point to something better still for the year: its big exposure (a third of premiums) to areas outside the U.K. and N. America appears the current bull point and *first-half reported earnings* of 11.7p indicate a net p/e below 10 at 223½.

Miles Druce

Miles Druce's half-year profits *are up £613,000 before tax at* £1.2½m., thanks to high demand and the February and April increases in the price of steel, though the group reckons the element of stock profits was less important than it has tended to be historically. Poor supplies of steel this year have meant a low level of actual physical stocks. In April these were apparently a fifth or so below the 1972 year-end position (£7.8m.), and currently MD is selling steels in the important structural and light rolled fields as soon as delivery is taken.

As for the new non-cyclical, non-stockholding developments the group stresses that overhead costs here are now running at a high level for an earnings contribution of nil. That situation is apparently not going to improve this half but demand for steel continues apace, the BSC supply position stands to improve and a further rise in the price of steel is widely mooted. Thus outside profit estimates for the year of £2.5m. pre-tax (against £2.3m. in 1970) are not in any danger. Yet at 181p a net prospective p/e of 13½ may be looking beyond the blurred edges of the GKN affair to the idea, inspired by outside predators or not, of non-steel profits working up to perhaps half the group total by 1976.

RTZ

The major earnings contributors at RTZ have been either quantified already or were particularly easy to quantify, and the £12.4m. jump to £23.6m. in first half net attributable matched reasonable targets. Bougainville and Lornex were responsible for £10.1m. of the rise, and Palabora and Australian Mining and Smelting for significantly more than the balance: here shortfall is probably due in greater degree to parent company expenses and taxes than the reduction in earnings at Hamersley or elsewhere.

With an average copper price of £588 a tonne, the second half is of course expected to produce "considerably" higher earnings: on rough and ready metal price calculations one might *project the year's outcome* at £60m.-plus (against £29.3m.), with earnings of about 28p a share splitting 10¾p/17¼p between the two halves. Against a share price of 218p the juicy annual rate indicated by the latter figure has the misfortune of a cyclical stigma.

L&C Inveresk

Asset stripping is not a term which London and County will wish to see bandied about in *connection with its £7.8m. offer* for Inveresk Group. In fairness, Inveresk has already gone a long way towards stripping itself: it picked up £1.8m. cash for its British Tissues stake last month, and contains other easily saleable non-paper morsels such as the £1m.-plus equity holding in Georgia-Pacific and the partly-developed Northfleet industrial estate worth maybe £2.5m. The book net worth, adjusted for the British Tissues deal, is 56p, but it is realistic to project that realisable assets might be a fair bit higher.

For its part, L and C is clearly on the hunt for a healthier asset base—the rationale of the Drakes acquisition—and that explains the choice of a Convertible Preference as the bid stock: it wishes to put some form of capital into the balance sheet, but at the same time may be wary of pouring more straight equity on to a weak market (the share price has dropped a third since June). The terms look to be worth 60p a share, and the question *is whether Inveresk will need* to find a rival bidder to make its rejection of L and C entirely convincing: given a price of 31p as recently as March.

Lombard

A useful purpose for Fund jamboree

BY C. GORDON TETHER

The annual meeting of the International Monetary Fund has a long-standing reputation for being the non-event of the year. And the 1973 one is actually being billed as destined to be a bigger non-event than ever—it being almost everywhere accepted that it is unlikely to be made the occasion for any really meaningful discussion of world monetary reform or of other key international and economic issues of the day.

Why, then, is it apparently going to attract a record gathering of official dignitaries and experts, commercial bank representatives and other camp-followers—no less than some 5,000 souls in all?

It is an intriguing question. And it is one that cannot, I am sure, be answered solely in terms of the fact that Nairobi, with lions, tigers, giraffes and elephants in the near vicinity, provides a much more glamorous venue for this annual financial jamboree than it has to be content with in the ordinary way.

At least two other factors do, indeed, appear to have been hard at work impelling official and private sector financial pundits to get into the IMF's annual swim on such an unprecedented scale. The one that evidently goes a long way to explain the upsurge in non-official enthusiasm is the continued phenomenal growth of world banking traffic, along with the development of the increasingly elaborate international banking networks

Showing flag

The Fund meeting provides banking houses participating in this international financial spree—and there are few institutions of substance that are not now doing so—with an excellent opportunity to make contact in a wholesale sense with their foreign counterparts

Indeed, there is an increasing tendency to argue that, because the representatives of so many internationally-oriented banking *houses now make a point of* attending these affairs, it is becoming extremely unwise—not to say dangerous—to fail to show one's own flag there.

This is because absence, given the highly competitive nature of the present world banking scene, could mean not only that chances of further extending one's empires may be needlessly lost but also that existing territories may be poached upon

The second factor that seems to be inducing top men to attend the IMF's non-eventful get-together in ever-increasing *numbers — and this concerns* both the official and the non-official contingents—is a product of the almost total breakdown of international monetary law and order. With major exchange rates being altered almost every other day, with inflation nearing runaway proportions almost everywhere and with interest rates at unprecedented levels, the economic and financial future has become extremely uncertain

Know-how thirst

In such circumstances, *those in* the driving seat naturally tend to feel that it is more important than ever both to keep themselves as well-informed as possible about what is going on elsewhere and to have the benefit of other expert views. The IMF meeting can obviously provide them with an opportunity to satisfy this thirst

The course of the world's economic and financial evolution is, needless to say, now being shaped by events rather than by policy decisions. Yet the possession of such know-how could obviously be a great help in determining what precautions can be most advantageously taken to protect the home side against certain fairly obvious contingencies — such as, for example, the threatened fall of the Euro-currency Humpty-Dumpty

It is true to say, therefore, that, in a sense, the IMF jamboree is at last coming into its own. In the past, it has been notable most of all for its anti-climactic properties, massive *Press* speculation about the interesting developments it was likely to produce being followed in due course by the discovery that, beyond a series of speeches mostly going over old ground, it had brought forth nothing at all.

This year's affair should finally convince *everyone* that, being organised in the way it is, the IMF conclave is never likely to assume any importance in the "instant action" sense but may have a future as a mammoth financial information clearing house—providing a service that will *make it at least a little* easier for the world to cope with its new, disorderly way of international financial life.

Price Commission will check on fresh foods

BY ELINOR GOODMAN AND SANDY McLACHLAN

FRESH FOOD prices are to be brought under the scrutiny of the Price Commission. The Government has invoked its enabling powers under the Counter Inflation Act to extend the Price Commission role and give it a general investigating brief over fresh foods.

This move was announced yesterday by Sir Geoffrey Howe, Minister for Trade and Consumer Affairs, at a joint Press conference with Lord Redmayne, chairman of the Retail Consortium. The conference followed a two-and-a-quarter-hour discussion between the Prime Minister, Mr. Edward Heath, and the Retail Consortium about the shape of *Phase Three regulations as they* will apply to the retail trade.

During these talks the Prime Minister again stressed the need for continued strict control on prices at all levels. Sir Geoffrey said later that the Government recognised the efforts which the *retail trade has been making to* keep rising prices in check, and that it had noted and approved the moves by some retail chains to cut their prices.

The Retail Consortium accepted the need for continuing controls in Phase Three, but Lord Redmayne urged the Prime Minister to allow the Phase Two regulations to run for a full year in order to prove, as far as the retail trade is concerned, they had worked well from the Government's point of view.

The Consortium is effectively saying that it wants the Phase Two margin controls to stay the same under Phaes Three. The Government would like some more obviously recognisable form of price control, but it seems likely that the pattern of control at retail level will in Phase Three be broadly similar to the present system.

The power to scrutinise fresh food prices will allow the Commission to investigate whether or not increases are fully justified, or whether excess profits are being creamed off at the distribution or retailing stages. It can therefore discover whether allegations of excess profits in certain areas are true and inform the Government.

The reference of food prices does not come under the Code, and the Commission therefore has no powers to force price reductions, unless the company concerned falls under the provisions of the Code. It does how*ever, have the power to require* information. One of its priorities will obviously be to see whether reductions in fresh food prices in world markets are also passed on to the consumer.

Because of the reference the Commission will be dealing for the first time with subjective questions rather than being bound by the strict criteria of hte code.

It comes at a time when the Commission's staff is already over-stretched and when some members of the Commission are known to want the Government to remove from its theoretical control those areas which it feels no code could adequately deal with — nationalised industries, for example.

The Commission has now got a stage nearer bringing into use its ultimate powers under the Price Code. Earlier this week, it is undestood, the Commission issued a notice under Section 6 of the code, informing a company that it would take lega laction to require it to reduce its prices unless, a satisfactory explanation for its excess profit margin was provided within 14 days.

This followed a letter two weeks ago threatening legal action and means that action could begin by the end of the month if the required information is not forthcoming.

Yesterday, Marks and Spencer joined the growing ranks of retailers making price cuts, *apparently with an eye to the net* profit margin controls of the code. The company is understood to have exceeded its net profit margin reference level during the early part of Phase Two but to have shown the Commission that that was attributable to short-term seasonal factors.

The Commission is understood to have accepted this argument, and Marks and Spencers said yesterday that the cuts had nothing to do with the Price Code and were part of a long-term promotional programme.

Liberals off to a good start

BY JOHN BOURNE, LOBBY EDITOR

SOUTHPORT, Sept. 19.

THE LIBERAL leadership's attempt to capture the middle ground of politics got off to a reasonably good start at the annual Assembly here to-day. This was in spite of the efforts of Young Liberals and some older Left-wingers to vote down proposals for tougher monopolies legislation on the ground that this implied acceptance of the "capitalist system."

One young speaker even talked about companies "like vultures, picking the bones of the workers" but unfortunately for him he added that the Young Liberals had not yet worked out their own alternative to capitalism. He seemed to imply that this would be a combination of workers' control on a syndicalist or community basis.

The Young Liberals—who seemed to be on their best behaviour this year—and their supporters were defeated by *about three-to-one, and party* officials are saying happily that "traditional Liberal" delegates are here in far larger numbers than usual.

Mr. Jeremy Thorpe, the party leader, set the tone in the morning with an hour's speech, much of it devoted to setting out Liberal policies on a wide range of issues, mostly for the benefit of TV viewers and the Press.

His aim was to show that *Liberal* policies were built of Cabinet timber, and for good measure he nailed down one new plank. This was a statement that if one million acres of 1.7 per cent. of the present Green Belt areas were released for housing over ten years this would provide homes for 24m. people.

His speech—he was given standing ovations before and after he made it—was aimed at convincing the electorate that a Liberal Government would eschew the extreme policies of both Labour and the Conservatives.

For example, Mr. *Thorpe* advocated a "fair" statutory prices and incomes policy with fiscal penalties for both employers and employees; nationalisation as a general rule was unacceptable but sometimes was "unavoidable."

Mr. Heath, he said, had been "*rolled over a barrel by the* building societies" and for Liberals nothing less than a decent home for every family would do.

Mr. Thorpe questioned Mr. Heath's "psychology" in telling the Northern Ireland parties this week what would happen if the present talks about the Executive Council were unsuccessful.

The Young Liberals, although still firm in their beliefs, seemed to be less vocally militant this year, to the relief of the platform. However it is now felt that Mr. Peter Hain's recent remarks about sabotaging juggernaut lorries might well have put paid to any Liberal hopes of winning the Hove by-election.

Officials doubt the claim that 400 of the 1,350 delegates here are Young Liberals, calculating that there are about 300 more "traditional liberals" at the conference than usual.

One explanation of the Young Liberals' low profile is that this time they have a lightning conductor in Mr. Trevor Jones, this year's party president, and the architect of the Liberals' vote-catching community politics in recent elections.

His presidential address to-day fired many delegates with its phrases about "bringing power back to the people," "refusing to be bossed by politicians of the two-party system with their party games" and about the "ranting, canting hypocrites from Westminster." Mr. Thorpe and the other Liberal MPs applauded Mr. Jones with the rest.

Conference report, page 30

Oil output 'to fall in 1980s'

BY ADRIAN HAMILTON

A SHARP warning that world oil production will start an "inevitable and slow decline" by the early 1980s was made yesterday by **Mr. H. R. Warman,** exploration manager of British Petroleum.

Speaking at the Financial Times conference in London on world energy supplies, Mr. Warman declared that the world had only eight years to start preparing for falling oil supplies.

While there were still large reserves of oil remaining and much more to be found, the rate of increase in demand was now outstripping that at which new reserves were being established.

The effect would be to "enforce a reduction of oil *historical growth rates of oil* consumption in less than ten years and lead to actual decline in not much more than ten."

The period, he emphasised "was not very long to get alternatives ready by the action of either market forces or by *governments.*" The fear was that supplies might start to fall before alternative sources of energy were developed.

His remarks came in stark contrast to the optimism of some speakers about future availability of energy, notably **Mr. Peter Walker,** Secretary of State for Trade and Industry, who declared that the "likelihood about forward estimates is that they will all be wrong."

Mr. Warman also was much more cautious about the possibilities of producing vast amounts of oil from American shale oil and tar sands than U.S. speakers at the meeting.

Arab power

Richard Johns writes: A blunt reminder of the power derived by Arab producing States through their control of 60 per cent. of the world's proven reserves was delivered by **Dr. Nadim Pachachi,** former Secretary-General of the Organisation of Petroleum Exporting Countries.

In his highly-charged speech, Dr. Pachachi argued that it was "*no* longer possible to tolerate this pattern of logic" whereby Arab countries were expected "to cater for the growing energy needs of the U.S. which blindly supports and abets the arch-enemy of the Arabs" [that is, Israel].

Also they were "required to take in exchange for their *valuable and irreplaceable oil* depreciated and devalued currencies."

In a speech that fairly reflected the Arab consensus as it has evolved over the past year Dr. Pachachi pointed out that current production levels were sufficient to meet the economic and financial requirements of the producing States at a time of rising prices.

To use oil as a "political weapon," it would not be necessary to stop the flow of oil—a freezing of output at the present rate would be "sufficient to cause a world-wide supply crisis in a short time."

On the question of oil prices he suggested that they should be permitted to rise until it become possible to contruct commercial plants to produce non-conventional oil (for instance, from shale and tar sands).

Conference report, page 19

France to adopt PAYE by 1978

By Robert Mauthner

PARIS, Sept. 19

M. VALERY GISCARD D'ESTAING, the French Finance Minister, to-day foreshadowed a major reform of the French tax system by announcing that the Government would propose the introduction of "pay-as-you-earn" income tax by January 1, 1978.

The measure, which had been kept secret, was announced at a Press conference by the Minister following the adoption by the Cabinet of the 1974 budget, *which, as was widely forecast is* a balanced one. It is clearly intended as a major step in the Government's policy to shift the main burden of taxation away from indirect to direct taxes.

Commenting on the proposal, M. Giscard d'Estaing said that all the major developed countries had already adopted the "pay-as-you-earn" system. France, which had done so much to modernise its economy and make it competitive, must also align its tax system on that of its principal economic partners.

With the exception of higher taxes on alcohol, the 1974 budget does not provide for the raising of any new taxes. Although public expenditure will rise by 12.4 per cent. to Frs.220,000m., equilibrium has been almost entirely achieved by the effects of inflation, which will swell the Treasury's income from existing taxes.

Another important step symbolising the Government's intention to abolish some of the much-criticised tax-exemption measures presently favouring the rich, is the decision to re*imburse the controversial* "Rente Pinay" of 1952-58. This 3½ per cent. loan, pegged to gold, exempted the heirs of bondholders from death duties.

M. Giscard d'Estaing forecast a reduction of the French growth rate from 6.6 per cent. this year to 5.5 per cent. in 1974. But, although predicting a reduction of the rate of price increases from nearly 9 per cent. this year to 6.7 per cent. in 1974, he let it be understood clearly that the Government was still very worried about inflation.

The ceiling for the expansion of bank credits, which was 14 per cent. for September, 1973, to 1974, will be reduced by one percentage point for the period December, 1973, to 1974. It is also probable that the Bank of France will to-morrow decide on another increase in bank rate, currently at a record level of 9.5 per cent., to keep it above money market rates, which have been rising sharply over the past few days.

Continued from Page 1

Car industry dispute

Linwood started the strike over their £250 a year wage claim. The Amalagamated Union of Engineering Workers and the Transport and General Workers union whose members at Linwood have walked out in protest against the company's use of managers to do electricians' repair work.

Described by Mr. Jack as "very delicate," the talks take place a day before at the Linwood strikers meet to review their position.

There is a good deal of confusion surrounding one aspect of the dispute, which could be of considerable importance at to-morrow's mass meeting of Linwood strikers. It concerns the precise character of the instructions sent to Linwood members by the executives of both the AUEW and the TGWU, who between them control the bulk of members at the Scottish plant.

The executives of both unions have made it clear that since the electricians' strike was not in the interests of their memberships, equipment repaired by management suprevisors should not be "blacked." The men at Coventry have compiled with this guidance and have voted to work. The Linwood men have walked out, however, in protest against the use of "scab labour."

Mr. Callum Mackay, Paisley district secretary of the AUEW, said yesterday that an instruction had been conveyed verbally, but nothing in writing had yet reached him from union headquarters in London.

Stock Exchange offer for Ariel turned down

BY MICHAEL BLANDEN

THE ACCEPTING HOUSES—the top merchant banks—have turned down an offer from the Stock Exchange to take over their planned Ariel computer-based *share dealing system.*

This announcement was made yesterday by the Stock Exchange, and follows talks between the two sides over the past two months which have failed to find a method of establishing co-operation.

'On targeet'

Mr. Colin Leach, managing director of Ariel, said the merchant banks would now go ahead with their plans. The development of the system was on target, it had 65 subscribers lined up and should come into operation as planned next spring.

The talks foundered on the differences of principle between the two sides. The Stock Exchange made it clear from the start that it "could not co-operate with the Ariel Board if they were to proceed with their independent dealing system."

This was based on the objections in principle, which the Exchange had explained earlier this year, to a system which would set up a separate method *of dealing outside the market.*

It was also emphasised, the Stock Exchange statement said, that after the considerable cuts in commission charges introduced earlier in the year, the talks could not include any proposals for further reductions.

Ariel, in a comment later, said that the terms on which the Council was prepared to reach an accommodation would have involved Ariel in "ceasing to provide a dealing facility and becoming a Stock Exchange information service."

This was not acceptable. Ariel, however, still remains ready to try to find areas of co-operation with the Stock Exchange in their declared intention to set up a computerised information service and, because Ariel believes that such a system would be of *value in the industry, it has* offered its technical assistance to that end."

The Stock Exchange statement said that various possibilities were examined. These included a visual bid and offer system under the control of Ariel but *with business being transacted* through brokers.

This was rejected by the Exchange because Ariel wanted effective cost savings for its subscribers, as promised under its scheme, which could be achieved only by giving in effect "a special and reduced rate of commission for Ariel subscribers only."

An Exchange proposal for an information system of visual bids and offers owned by Ariel but incorporated as a Stock Exchange service was thought *to be neither practicable nor* economically viable.

Finally, the Stock Exchange recognised the desirability of having the Ariel expertise in order to speed up the development of the computerised visual presentation of bids and offers, as well as the possible need for a "visual floor" for international deals in Eurodollar bonds.

Weather

U.K. TO-DAY

MAINLY DRY with *sunny intervals.* Occasional rain in the South.

London, S.E., Cent. S. and S.W. England, E. Anglia, Midlands, Channel Is., S. Wales.
Cloudy, occasional rain. Wind N.E., light. Max. 15C (59F).

E., N.W. and Central N. England, N. Wales
Mainly dry, sunny intervals. Wind variable, light. Max 17C (63F).

Lakes, I. of Man, N.E. England, Borders, Edinburgh and E. Scotland, S.W. Scotland, Glasgow, N. Ireland
Mainly dry, sunny intervals. Wind variable, light. Max. 15C (59F).

Aberdeen, Central Highlands, Moray Firth, Argyll, N.W. Scotland
Mainly dry, sunny intervals. Wind variable, light. Max. 14C (55F).

Caithness, Orkney, Shetland
Mainly dry, sunny intervals. Wind variable, light. Max. 13C (35F).

Outlook: Rain in the East and South, sunny periods in the West.

Lighting-up: London 19.35, Manchester 19.44, Glasgow 19.53, Belfast 19.59.

BUSINESS CENTRES

	Y'day Mid-day	°C	°F		Y'day Mid-day	°C	°F
Amstrdm	R	14	57	Madrid	S	25	[illegible]
Athens	S	26	79	Manchestr	S	15	[illegible]
Bahrain	S	36	96	Melbourne	R	12	[illegible]
Beirut	S	29	84	Milan	C	14	[illegible]
Belfast	F	15	59	Montreal	C	14	[illegible]
Belgrade	S	14	57	Moscow	C	10	[illegible]
Berlin	C	21	70	Munich	D	14	[illegible]
Birmghm	C	13	55	Newcastle	C	16	[illegible]
Bristol	F	17	63	New York	S	[illegible]	[illegible]
Brussels	D	13	59	Oslo	S	15	[illegible]
Budapest	R	17	63	Paris	C	14	[illegible]
Cairo	S	31	88	Perth	C	14	[illegible]
Cardiff	S	17	63	Prague	S	21	[illegible]
Cologne	C	16	61	Reykjavik	C	8	[illegible]
Copnhagn	C	15	59	Rome	C	[illegible]	[illegible]
Dublin	D	13	55	Singapore	C	[illegible]	[illegible]
Edinb'rgh	S	17	63	Stockholm	C	19	[illegible]
Frankfurt	C	20	68	Strasb'rg	C	14	[illegible]
Geneva	F	20	68	Sydney	S	26	[illegible]
Glasgow	S	16	61	Tehran	S	31	[illegible]
Helsinki	C	13	55	Tel Aviv	F	27	[illegible]
H. Kong	R	25	77	Tokyo	C	24	[illegible]
Jo'burg	S	21	70	Toronto	S	17	[illegible]
Lisbon	S	24	75	Vienna	S	[illegible]	[illegible]
London	R	14	57	Warsaw	S	15	[illegible]
Luxembrg	C	14	57	Zurich	S	19	[illegible]

HOLIDAY RESORTS

	Y'day Mid-day	°C	°F		Y'day Mid-day	°C	°F
Ajaccio	F	23	73	Jersey	C	17	[illegible]
Algiers	S	29	84	Las Plms	S	[illegible]	[illegible]
Barcelona	S	25	77	Locarno	F	[illegible]	[illegible]
Biarritz	S	25	77	Majorca	S	27	[illegible]
Blackpool	S	16	61	Malaga	S	[illegible]	[illegible]
Bordeaux	R	20	68	Malta	C	[illegible]	[illegible]
Boulogne	C	16	61	Nairobi	S	[illegible]	[illegible]
Casablanca	S	23	73	Naples	C	[illegible]	[illegible]
Cap. Tn	C	18	64	Nassau	S	[illegible]	[illegible]
Corfu	C	[illegible]	[illegible]	Nice	S	24	[illegible]
Faro	C	23	73	Nicosia	S	31	[illegible]
Florence	F	23	73	Oporto	C	18	[illegible]
Funchal	F	24	75	Rhodes	C	[illegible]	[illegible]
Gibraltar	S	25	77	Salzburg	C	17	[illegible]
Guernsey	C	13	55	Tenerife	C	19	[illegible]
Innsbruck	C	19	66	Tunis	S	[illegible]	[illegible]
Invrness	C	16	61	Valencia	F	26	[illegible]
I of Man	F	15	59	Venice	S	22	[illegible]
Istanbul	S	25	77				

S—Sunny, C—Cloudy, F—Fair, R—Rain, D—Drizzle.

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